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THE NEWSPAPER FOR MARGATE, RAMSGATE, BROADSTAIRS AND DISTRICT

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ALSO INSIDE

COMPETITION PAGE 17
LETTERS PAGE 18-19
LEISURE PAGES 52-54
BUSINESS PAGE 69
SPORT PAGES 70-71

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Picture KNP

SAM'S DAY OF JUSTICE

A smiling Eastwell family emerged from Canterbury Crown Court last week as their search for justice drew to a close. The Ramsgate family watched the two teenagers who carried out a vicious attack on 17-year-old Sam Eastwell locked up for at least four years each.

They voiced satisfaction that justice had been done as Grant Vanscolina and Aidan Shepherd, who both pleaded guilty to the attack in August, were convicted. Sam is now focusing on full recovery and his future. He hopes to study criminology.

SEE PAGE 5 FOR FULL STORY

■ BY TOM BETTS

WHAT do *YOU* think criminals should do for their community service?

Isle residents will soon be able to put forward their suggestions as to how and where community payback is carried out.

Thanet is to test the idea as part of its role as the only neighbourhood crime and justice area in Kent. It is due to start in April.

Thanet Community Safety Partnership's Mark Richardson is the neighbourhood crime and justice co-ordinator for the isle.

He said: "We will be asking residents to decide, instead of the probation service. We are hoping for plenty of input and ideas about what people think would be a good use of offenders' time."

About 3,000 hours will be put aside for the scheme, and offenders will be put to work for the good of the community. The partnership will hold consultations to find out what the public would like to see offenders doing.

Officers will take suggestions from anyone who has an idea of how they want to see their communities improved, especially "high profile projects that matter to local people".

Usually the probation service decides on how offenders' time is spent, but the partnership and PACT panels will consider submissions.

Groups, clubs, schools, teams and individuals will be asked to contribute ideas.

Thanet is one of two crime and justice pioneer areas in the South East, the other being Portsmouth, and one of just 13 in the UK.

• So how do you think criminals should make amends for their actions? Email yourthanet@kosmedia.co.uk, or write to the editorial address on page 2.

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Who makes you feel proud of isle?

VOTING for the 2009 Pride In Thanet awards has got under way.

Nominations for the customer service awards, run by Visit Kent and Thanet council, are also being welcomed.

Those who work hard to promote the isle's tourism, leisure and hospitality industry and who go out of their way to welcome visitors and residents are all invited to take part.

June and Keith Chadband, who run and organise the Cliftonville Farmers Market, won last year's volunteer accolade at the awards.

Keith said the honour had been good for business: "We gained some good publicity, attracting new customers to the market, as well as stallholders interested in joining."

"The market is in its eighth year and has a regular following of 300 to 400 people."

"There are usually 25 stalls offering everything from cake and bread to meat, jams and fruit and vegetables,



PRIDE OF THE ISLE: June and Keith Chadband won last year's prestigious volunteer accolade

produced within 30 miles of Thanet."

Posters and nomination postcards are being distributed in shops, restaurants, hotels, libraries and visitor attractions throughout Ramsgate, Margate and Broadstairs and the surrounding villages.

This year, anyone nominating a person selected by the judges for a Pride In Thanet award will also have the

opportunity to win £50 in gift vouchers.

The deadline for entries is Monday, March 2, with the final awards ceremony at the Winter Gardens, Margate, on Monday, March 30.

For further information about the Pride in Thanet Awards, or to request a nomination card, please phone Visit Kent on 01622 696936 or email pridein.kent@kent.gov.uk.

Estate agents positive for future of housing market

■ BY TOM BETTS

THE property market in Thanet could be staging a partial recovery this year if the early signs are a guide.

The credit crunch has had a big impact on the market, but things are looking a little brighter, according to three isle estate agents.

Steve Dunbar, from Your Move in Broadstairs, said his year had got off to a good start with sales better than expected.

He said: "Buyer interest has definitely increased. Since we have been open from the start of January we have sold four houses, which I would think is a lot busier than other agents. "Buying levels and viewing levels have both increased. They are both up on last January."

Mark Sanders, at Lovetts in Birchington, also said an increase in market activity was evident: "Comparing sales figures from December

2007 to January 2008, to December 2008 to January 2009, there has been a 50 per cent increase – that's huge."

Mr Dunbar added: "People are buying at the moment. We have certainly seen a rise. If there are people out there with money to spend, then it's a great time to buy."

"I think we are in for a busy year, with properties coming on to the market and I think the key is making sure stock is at the right price, not just putting homes on the market at whatever price."

"We need to be educating our sellers, helping them reach realistic valuations. I always go out fully armed, as it were, with information to back up my price."

Paul King, of Rogers and Hambridge in Westgate-on-Sea, was slightly more cautious with his assessment.

"I don't think we could class what's happening as a recovery yet, despite an increase in buyer activity."

"People are buying houses at the right price and only if they are in a position to do so," he said.

He also thought this January, com-

pared with last January, had been stronger.

He said: "It has picked up a little bit and there have been more people putting properties up for sale, although with one local agent closing down, some of that could be spill-over."

A national average for the fall in house prices has been put at 10 per cent, but all three agents thought the drop in Thanet was greater.

Mr Dunbar and Mr King thought that house prices had fallen by about 20 per cent on the isle, while Mr Sanders said he thought 12 to 18 per cent was more realistic.

All three agents said that at the top end of the market, larger, more expensive homes were still proving difficult to sell, while the smaller, cheaper homes were much easier to shift.

Mr Sanders said: "Properties which tend to be moving are those which need work doing to them and ones which can have value added to them."

• For full report on housing across Kent go to www.kentnews.co.uk/readmore
• How you can save money by trading up. See Property page 51

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Fears that plan could be change for worse

Simon airs his concerns over offices project

■ BY TOM BETTS

A THIN strip of land could become the next battleground for a planning dispute.

The plot in Westgate-on-Sea is subject to a planning application by isle building firm DJ Ellis Construction.

It wants to put up four two-storey office blocks between the railway line and the road at the old storage yard opposite the parade of shops in Station Road.

The office blocks would be sandwiched between a garden centre and public toilets.

Westgate councillor Simon Moores is worried the plans could have a negative effect on the village if the build "is not of good quality" and will demand that any blocks are built to blend in with surroundings as much as possible.

He said: "I'm immediately protesting to the council planning department over such a scheme, with support expressed by the other two Westgate ward council-



Picture: ALBROS SIMON MOORES

BUILDING: Cllr Simon Moores is concerned that the appearance of Westgate could be changed

lors, as this idea involves a fundamental change to the look and feel of the main shopping street in Westgate."

The street is in a conservation area, meaning any development should not detract from its character.

Cllr Moores says he has conducted a straw poll of traders and encountered plenty of opposition to the plans.

He said: "I accept this tiny strip of land wedged between the public toilets and the garden centre could be tidier.

"However, I'm reluctant to see yet one more precedent set for quick construction on such a small plot and I'm equally surprised to read of a perceived need for office space as we plunge into the deepest recession since before the last war."

Yourthanet asked DJ Ellis for a response to Cllr Moores's views but had received no response by the time it went to press.

The plans come before Thanet council's planning committee tonight (Wednesday).

INVESTIGATORS TO STUDY CRABS

Victims of a virus or the cold snap? Mystery still surrounds the tide of thousands of dead velvet swimming crabs that washed up on the isle's beaches last week.

Tony Child, of the Thanet Coast Project, said: "It does seem to be linked to the weather as it's been particularly cold. It is something which happened three or four years ago."

However, he said that some crabs had been taken to be tested for disease and "it was odd that no other species had been affected" by the cold.

Crab numbers had just started to recover from the last wave of deaths.

The Centre for Environment, Fisheries and Aquaculture Science is due to release its findings this week.

Dredger due in harbour

DREDGING of Ramsgate harbour and port will begin again soon.

Thanet council has booked Wyremarine to undertake the task, which will begin next week.

The last scheduled dredging in October was postponed due to inclement weather. A dredger was last in Ramsgate in August.

A Thanet council spokeswoman said: "Dredging will be done in the harbour entrance and in the outer east marina and outer west marina. "There will also be some dredging taking place in the turn circle."

MP urges Pfizer to soften pain of research job cuts

AN isle MP has met the local management team of drug giant Pfizer to talk about possible job losses at the Sandwich site.

Thanet South's Dr Steve Ladyman, who once worked at Pfizer, visited the site on Thursday last week.

He said: "I stressed the need for as much of the downsizing to be done voluntarily and for those people who had to go to be treated as generously as possible.

"The management team promised they would do so."

He added: "We also discussed the long-term future of the site and they reassured me it was indeed part of Pfizer's long-term planning and that all the areas of research conducted at the site will continue.

"We also discussed how Pfizer, myself and the local agencies could work together to create new opportunities in the area in the long term."

It is believed some 200 research and development jobs are likely to be

lost at Sandwich. A consultation with staff who may be affected is under way, the company says.

Dr Ladyman has also been in contact with Pam Alexander, chief executive of the South East England Development Agency.

He said: "I am pleased the agency and the various national and local Government agencies are committed to doing everything possible to help in the short and long term."

He added: "Even after these cuts there will be around 3,000 full-time Pfizer staff in research in Sandwich, which is about 500 more in research than five years ago, so it will remain an absolutely vital player within our community.

"I intend to do everything I can to help those people who are faced with losing their job now, but also to do everything I can to help Pfizer move forward so that one day we can again see more job creation on the site."

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Youngsters' views on their skate park. Search 'Coleman'

Lifeboat rescues stranded anglers

A MARGATE lifeboat crew rescued two anglers after their dinghy broke down in dense fog.

The local men had set out on Wednesday last week from St Mildred's Bay in their five-metre dinghy in good weather conditions for a day's fishing.

But when their outboard engine failed to start, they called Dover Coastguard for help.

Their plight worsened when dense fog descended and covered large areas of Thanet and the Thames estuary.

Margate's all-weather Mersey Class lifeboat soon located the pair at anchor off Westgate's West Bay.

They were safe and well and the lifeboat towed their dinghy back to Margate harbour.

A coastguard team picked up their road trailer and took it to the town's harbour, where the two recovered their boat.

Flaming nuisance of arson attacks

A SPATE of arson attacks on recycling bins in Cliftonville has led to their removal.

Vandalism of the paper and bottle banks in Northumberland Avenue has been worse than anywhere else in the isle.

There were five fires during the last 18 months and in total 10 paper banks have had to be replaced.

The fires also damaged fencing on the site which has had to be repaired.

Trade waste has been dumped at the site, with many cardboard boxes left there during the last year.

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Step back in time at Cliftonville's Walpole Hotel. Search 'Walpole'

Residents to have their say on future of troubled park

■ BY TOM BETTS

A CONSULTATION is to be held over the future of the Coleman Crescent recreation area in Ramsgate.

Earlier this month, residents of Northwood's Whitehall estate told Yourthanet about the sorry state of the park – and now it looks as though something may at last be done about it.

Locals say the park is under used because children are scared of yobs who make it a no-go area, especially at night.

Parents want improved lighting, better-maintained play areas and new equipment at the run-down site.

One angry mother called the situation a "total disgrace", saying her children played in the road instead as it was safer. A petition has been started, with more than 200 signatures collected so far.

A Thanet council official said: "It has been



FRONT PAGE: How Yourthanet reported the Coleman Crescent recreation area protest earlier this month

decided the consultation will begin later this month and run throughout February.

"All residents around the recreational ground

will be contacted with details on the consultation and will have a chance to submit their views in a short survey.

She added: "They will also be invited to attend a drop-in session. This will be to discuss concerns in more detail with officers and also to start looking at ways to address the problems here."

Labour's Cllr Elizabeth Green said: "Working with residents, I've been fighting to get a community centre in place. This would enable us to get lighting and CCTV cameras and desperately needed play equipment."

"This has required working with all concerned over months to ensure the preparatory work has been done so any consultation with residents is meaningful and capable of implementation. I do feel this option should be available, but it all depends on the results of the consultation."

Cllr Mark Nottingham said: "The residents will be happy and will welcome the process. It's just a shame it has taken this long as we were promised a consultation in the summer."



WOOD FOR THE TREES

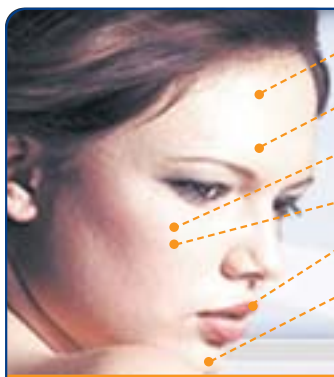
The isle is being made a greener place through a scheme co-ordinated by the Kentish Stour Countryside Project with help from KCC.

In Thanet and Canterbury, more than 100 applicants to the Free Trees project picked up 2,500 trees from collection points at the University of Kent at Canterbury and Tesco at Westwood Cross.

Jon Shelton, of the Kentish Stour Countryside Project, said: "The trees are now being planted in gardens and in the countryside, improving the landscape, benefiting wildlife and combatting pollution."

Although Kent is one of the most wooded counties in the UK, many trees have been lost to development and changes in agriculture.

Thanet in particular has a dearth of woodland. The trees being given out are native species, which are generally better for wildlife than the exotic species often planted in gardens.



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Brave Sam sees justice is done

■ BY IAN READ

SAM Eastwell is rebuilding his life after coming back from the brink of death.

Outside Canterbury Crown Court on Tuesday last week, the 17-year-old was calm and confident after seeing his attackers sent down with lengthy sentences.

Grant Vanscolina, of Pegwell Road, Ramsgate, and Aidan Shepherd, of Hereson Road, Ramsgate, both aged 17, were given indeterminate sentences but ordered to serve a minimum of four years.

Earlier in the day Sam had sat an A-level, but he faced a bigger examination in court six – which he passed with flying colours.

He said: "I'm glad they've got long sentences. Everybody knows the crimes they committed and who they are."

"I can't say this won't affect me, but I've got to get on with my life. I won't say it hasn't been difficult, but I know what I have to do."

Constant exercise has been the key to Sam's recovery and the previously superfit young sportsman is now back using the gym.

He was in a critical condition for two weeks and near death from the injuries inflicted on him.

Eventually he wants to study criminology

at university. His mother, Sharon, thanked the people of Thanet for their support during the dark days when Sam was in hospital.

She said she was satisfied with the sentence, but the attack on Sam had devastated her family.

"Our son's life was nearly taken by these thugs," she said. "Their sentence is short compared with what they sentenced my boy to."

For a while Sharon was afraid to go out in Ramsgate as the "town had lost her trust".

But her trust was restored by the help and support friends and townsfolk gave her.

She said: "The attack devastated our family. We are still having counselling because of it. The two youths who attacked my son are despicable."

Detective Inspector Andy Somerville said the pair were motivated by greed and only saved from facing a murder trial by two young lads who alerted the emergency services.

He said: "After this unprovoked attack, they left Sam to die in the rain. Regardless of the

verdict, there can be no winners in this case as the pain and anguish suffered by Sam and his family will continue to echo through their lives.

"It can only be hoped that the sentence handed down by Judge Williams will serve as a stark warning to others who might be tempted towards robbery and violence."



WEAPON: Pickaxe handle used to beat Sam Eastwell



ALL SMILES: Sam Eastwell with his mother Sharon

Behind bars as judge rejects leniency plea

THE two thugs who beat Sam Eastwell into a coma are behind bars for at least four years. Cowardly Aidan Shepherd and Grant Vanscolina smashed Sam's head with a pickaxe handle and a length of wood, leaving him to die.

The pair were high on drugs and wanted money for more when they saw Sam sitting on a seat listening to music in Albion Place, Ramsgate.

Judge Adele Williams took the unusual step of stripping away the anonymity of the 17-year-olds because of viciousness of their crime.

Sam lay undiscovered for two hours after the attack and doctors thought he was going to die from the serious injuries that were inflicted on August 7.

Miraculously, the youngster fought his way back to life and was in court to see the thugs sentenced. The pair had admitted robbery and wounding with intent.

They stole Sam's music-player and £75 and even took the rings from his fingers.

Judge Williams describe the robbery as "cruel and cowardly".

She said she was departing from sentencing guidelines because Sam had almost died.

"You showed scant respect for human life, motivated purely by greed. You were armed with a pickaxe handle looking for a victim.

You rained blows on his head which rendered him unconscious. Then you kicked him before leaving him to die," the judge said.

"Sam Eastwell was found bleeding and unconscious. He was beaten so badly he came close to death."

The youngster is still on the road to recovery, even though at one point on the way to hospital his heart stopped and he had to be revived.

Shepherd had come to police notice as a 14-year-old when he attacked a fellow pupil on a train, breaking his collar bone.

Vanscolina had been excluded from school for dealing cannabis.

The judge dismissed probation reports which said the pair should be dealt with leniently.

She said: "I don't agree. The level of violence and the lack of restraint proves these two should be behind bars for some time."

Judge Williams passed an indeterminate sentence, meaning the pair must serve at least four years before making a parole application.

She paid tribute to the courage of Sam and his family and the families of the

two youths.

She said: "I commend the victim's family and those related to the accused for the dignity they have shown throughout this trial."



DOPE HEADS: Aidan Shepherd, above, and Grant Vanscolina, below



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Sam Eastwell on his return home after the attack. Search 'Eastwell'

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Friday 20th March
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Sunday 5th April
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Saturday 18th April
Essence of Ireland
Sunday 19th April
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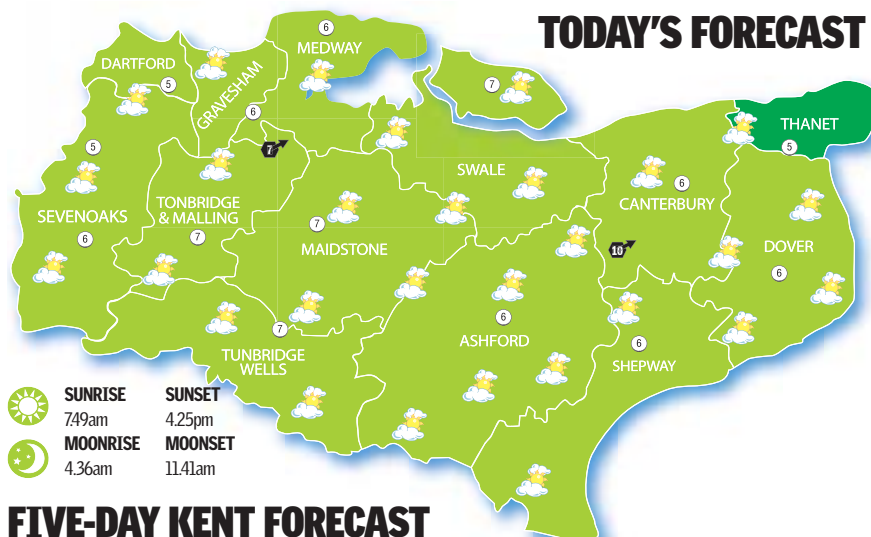
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Dover	Saturday	10:06am	5.8m
	Sunday	10:44am	6.0m
Dungeness	Saturday	9:50am	6.6m
	Sunday	10:33am	6.8m
Ramsgate	Saturday	10:36am	4.4m
	Sunday	11:14am	4.6m
Sheerness	Saturday	11:37am	5.2m
	Sunday	12:18pm	5.3m
Whitstable	Saturday	11:47am	4.8m
	Sunday	12:29pm	4.9m



AROUND THE WORLD YESTERDAY

Amsterdam	5°C	Madrid	12°C
Athens	17°C	New York	-2°C
Barcelona	13°C	Paris	12°C
Beijing	4°C	Rome	14°C
Bombay	32°C	Sydney	26°C
Cape Town	27°C	Tenerife	19°C
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Golf coach aims to make big impact on your game

A UNIQUE way to shave the shots off of a round of golf has been devised by an isle professional.

Brian Sparks, the man behind Positive Impact golf at Manston, says his new system will help people lower their handicaps and derive more enjoyment from their game.



DRIVING FORCE: Brian Sparks

Over the course of a year he logs the progress of every player who participates in his Study Group project and gives a diagnosis of their skills, keeping track of the improvements.

From how far they drive the ball to their handicap. From the effort they put in, to how frustrated they get out on the links. He will even keep track of how much those under his guidance are enjoying their golfing experience.

Brian, 57, has been a PGA golf professional for 41 years and reckons the scheme is a sure-fire way to improve your game and says it will serve as proof of his ability to teach the game and benefit those who take part.

Brian got the idea from customers who were improving and decided to start a new scheme for clients who were serious about becoming better golfers.

He saw the difference in their games and decided accurately recording all the data would help further.

He said: "I'm confident that by the end of the 12 months, those who have taken part will notice the difference."

The price of the course is £97 per person and entails £227 worth of coaching. Applications to take part must be in by January 28.

To book a place on the course, call Brian on 07739801751, or email brian@positiveimpact-golf.co.uk. The course will take place at the Manston Golf Centre in Manston Road.

FIVE-DAY KENT FORECAST

	Thur	Fri	Sat	Sun	Mon		Thur	Fri	Sat	Sun	Mon
Ashford	7°C	7°C	8°C	9°C	8°C	Gravesend	6°C	6°C	8°C	9°C	9°C
Canterbury	6°C	5°C	7°C	8°C	7°C	Maidstone	6°C	6°C	8°C	10°C	8°C
Chatham	6°C	6°C	9°C	9°C	8°C	Ramsgate	6°C	5°C	7°C	8°C	7°C
Dartford	6°C	6°C	8°C	9°C	9°C	Rochester	6°C	6°C	9°C	9°C	8°C
Dover	6°C	6°C	6°C	7°C	7°C	Sevenoaks	5°C	5°C	7°C	8°C	7°C
Faversham	6°C	6°C	9°C	9°C	8°C	Sittingbourne	6°C	6°C	9°C	9°C	8°C
Folkestone	6°C	6°C	6°C	7°C	7°C	Tonbridge	6°C	6°C	8°C	9°C	8°C
Gillingham	6°C	6°C	9°C	9°C	8°C	Tun Wells	6°C	6°C	8°C	9°C	8°C

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QUESTION & ANSWER

TONY CLEAVER and TREVOR FOSTER



Q Tell us about your group

A The Kent Timewarp Car and Costume Group was founded in 2005 after a fundraiser by myself (Tony), Trevor Foster and James Bianchi for the Gateway Hospital Broadcasting Service. We go to classic car shows and local events with our historic vehicles dressing in period costumes. Our members are now from across Kent and consist of those from other car groups such as the East Kent Morris Minor Club and those who are independent – now having around 20 members. Support comes from Dover Town Council, who helped us establish ourselves and Ritzy Retro's heritage fashion shop in Broadstairs. We offer a unique glimpse into modern history and English eccentricity.

Q Why do you do it?

A We raise money for local charities and organisations in Kent, so far raising approximately £1,000, which included £560 for the Gateway Hospital Broadcasting Service in Dover and £400 for the local branch of the Muscular Dystrophy Campaign. We are currently raising funds for the Deal and Dover Volunteer Bureau. Raising the profile of local events and heritage tourism attractions that are mostly volunteered is also a big part of the group's ethos through promotion. And most importantly we love seeing people's memories come alive and the smiles on people's faces.

Q What is your role within the group?

A Both myself and Trevor are founder members. We arrange the events that we attend and decide on the organisations/groups we support on a yearly and event basis. Liaising with local groups, organisations and businesses for support is also a huge part of our job.

Q Do you enjoy it?

A We thoroughly enjoy raising money for local charities and seeing the smiles on people at events when we cheer them up.

Q What events have you recently attended?

A We recently attended the second Hothfield History Day near Ashford by the Hothfield Heritage Society, raising the profile of the history of the village. We also attended our third Dover Christmas Cheer Extravaganza and lights switch-on. For this we would like to thank Dover Town Council and Tracey Hubbard for inviting us along and for the people giving donations for the Dover and Deal Volunteer Bureau.

Q What is your greatest achievement?

A Establishing the group and making people smile even in a recession! Managing to get support from local businesses and donations of

sweets to distribute at the Christmas Cheer event in Dover. For this we would like to thank Asda in Folkestone and the Co-op in River, near Dover, for their donations of sweets to help raise funds for the Dover and District Volunteer Bureau. We'd like also to thank Somerfield, Tesco and Iceland for their support towards last year's Dover Christmas Extravaganza.

Q If you had one wish for Dover, what would it be?

A I would like it to be a successful and prosperous town with low unemployment. This would help other aspects of the town such as morale, tourism and quality of life.

Q What other hobbies and interests do you have?

A **Tony:** I support other local organisations including the Dover George Cross Campaign, which I am a member of. In the past I have also been involved in video production with the Deal Time Ball Tower and Western Heights Preservation Society, whose events our group likes to attend.

Trevor: I have an interest in the 1940s fashions, vehicles and the life of people who lived in that period. I regularly attend 1940s re-enactment days such as the Hellfire Corner Society's Dover 1940s weekend held in June every year.

• You can find out more about the Kent Timewarp Car and Costume Group by visiting <http://kenttimewarptripod.com>.

Q & A

Tony Cleaver and Trevor Foster from the Kent Timewarp Car and Costume Group talk to **Tom Betts** about all their fund-raising work, their obsession with the 1940s and bringing smiles to people's faces in the area



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Advertisement Feature

Make a clean start in 2009



Giving your oven a clean start in 2009 could make it run more efficiently and also help protect your bank balance, according to professional oven-valeters Ovenu.

The festive season can be hard work for an oven, with entertaining family and friends seeing the workload of an oven increased by as much as 200%.

From crispy roast potatoes to basted turkey and meats, many of the ingredients traditionally used over the Christmas period can add to the build up of grease on the internal parts of an oven.

Peter Wetzel from Dover & Thanet Ovenu, said: "The more you use your oven the more build up that can occur, especially when you're cooking particularly volatile ingredients such as goose fat, which may spit.

"When an oven becomes dirty and encrusted it can start to run less efficiently, as many internal oven parts are designed to reflect and refract heat and if these areas become covered in grease or fat, they can start to work less effectively.

"January is a particularly testing time for bank balances and the last thing you want is to make a major purchase, such as a new oven. The good news is that in the same way that a car can benefit from a regular service, making sure you clean and maintain your oven regularly will also help prolong its life, so you shouldn't need to replace it as often."

The Ovenu process uses an environmentally-friendly valeting system of non-caustic products to clean oven parts.

It involves dismantling key components of the oven such as the door, interior panels, fan and shelves and placing them into design-registered cleaning equipment. The whole process takes around three hours and leaves the oven, hob and exterior in immaculate condition.

For more details call Peter on 0870 880 1222 or log on to www.oveni.co.uk.





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Tory leader David Cameron's Q and A session in Chatham. Search 'Cameron'



Man in line for Radio 4 gong for raising awareness of eye disease. Search 'Royston'

EDITOR'S CHOICE

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Fat chance to win money

NHS scheme to offer obese cash incentive for losing weight

BY JENNA PUDELEK

OBESE people are set to receive cash rewards from the NHS of more than £400 for losing weight.

But the Tories' health spokesman said he was "sceptical" about using taxpayers' cash to reward people for dieting.

East Kent health bosses are calling for hundreds of overweight men and women to take part in the trial and dieters can choose from cash or vouchers for holidays and shopping for dropping a few dress sizes or losing their beer bellies.

Rewards range from £70 for shifting 15lbs, to £425 for losing 50lbs and keeping it off for six months.

Shadow health secretary, Andrew Lansley, said: "While incentive schemes can be useful in helping people to lose weight, we are extremely sceptical about whether public money should be handed over in this manner.

Exercise

"Incentives should be geared around sustaining people's drive to lose weight, for example by encouraging them to do more exercise, not simply handing over taxpayers' hard-earned money."

But the country is facing an obesity crisis - the NHS in east Kent alone spends around £200million a year treating people for diseases linked to being obese or overweight such as type 2 diabetes, heart disease and cancer.

NHS Eastern and Coastal Kent's public health specialist Claire Martin said: "In east Kent one in four people are obese so it is very clear that people need help to achieve a healthy weight.

"The whole issue of increasing levels of obesity is very complex and is clearly not just about choice.

"The annual cost to the NHS in east Kent is one fifth of its annual budget - so we need to look at ways of reducing this cost locally."



INCENTIVE: Health bosses are calling on the obese to take part in trial to earn rewards for shedding excess pounds

If the 'pounds for pounds' trial is successful and value for money it could be rolled out across the county and nationally.

The NHS in west Kent forks out £130million and in Medway £70million a year treating the overweight and obese.

Nationally more than 9,000 people die too young from obesity.

Government figures show that by 2015 the county's taxpayers will be spending £448million on the over-eating and under-exercising crisis.

Obesity specialist Ms Martin said the focus of the Kent scheme would reward for gradual weight loss, a balanced diet and lifestyle.

Its aim is long-term weight control, she said.

But experts say many people over eat for emotional reasons and can turn to food like

some turn to drugs or alcohol.

Asked whether the dieters will be too motivated by the money and revert to their fatty food habits after collecting the cash, Ms Martin said: "We recognise that achieving a healthy weight is complex and different levels of service need to be put in place for different people.

"For a proportion of the population the trial might be the programme that makes the difference for them.

"For others, a more specialised service will be required and we are investing in other programmes that address greater complexities within individuals as to why they have difficulty achieving a healthy weight."

• If you want to take part in the trial visit www.nhsweight-losstrial.com or call the helpline on 0800 849 4000.



POP IDOLS: The Cheeky Girls visited school in Sevenoaks

Cheeky little visit for singing pupils

POP beauties The Cheeky Girls were in Kent last week to hand over the prizes in a major school music competition.

They met pupils at the Sevenoaks Preparatory School, who won the Royal London Society for the Blind's inaugural White Christmas singing competition.

Keen RLSB supporters The Cheeky Girls judged the competition for the RLSB, and then listened to the winning pupils from Sevenoaks Preparatory School perform their successful version of the classic, Ave Maria.

The winners will also be recording their winning song at the school's sound studio.

Year Six pupil Jordan said: "It's been great to meet the Cheeky Girls, and I'm certain we can defend our title next time."

The Cheeky Girls do not charge for their appearances for the RLSB.

Monica Irimia, said: "Gaby and I have been delighted to be judges in this singing competition for the RLSB, and it's been great fun to meet and listen to the children from local schools. We'll definitely be back again for judge the next one."

Second and third places went to Dunton Green Primary and Seal Primary respectively.

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Joanna slams 'exaggerated' cost of letting Gurkhas stay in the UK

■ BY STEVE KNIGHT

ACTRESS Joanna Lumley has declared war on the Ministry of Defence for "exaggerating" the cost of allowing retired Gurkhas to settle in the UK.

Last September, High Court judges ruled the current system of allowing only those soldiers who retired after 1997 to remain in the UK was unlawful and ordered the Home Office to come up with new rules.

Former Absolutely Fabulous star Lumley is backing a national campaign to secure equal rights for the Nepalese fighters, many of whom are based in Kent.

Shorncliffe Barracks in Folkestone is home to the 2nd Battalion The Royal Gurkha Rifles, who are currently serving in Afghanistan,



BATTLE: Joanna Lumley is fighting for Gurkhas' rights



while almost half the soldiers from the Maidstone-based 36 Engineers Regiment are Queen's Gurkha Engineers.

Responding to fears that Gurkhas will become too expensive as a result of the court ruling and be dropped from the Army as a

result, Lumley said the numbers entering the country would be small compared with other immigrant figures.

She said: "The MoD is making wildly exaggerated claims that as many as 50,000 may come."

"The Home Affairs Select Committee took evidence on this matter last year, and the figure is more likely to be between 3,000 and 5,000."

"Many of them had money deducted from their pay to help pay for it. They have as much right as any British citizen to use it."

An MoD spokeswoman dismissed speculation that it planned to disband the Gurkhas.

She said: "Between 1948 and 1997, some 30,100 Nepalese men joined the Brigade of Gurkhas. There are no plans to disband the Gurkhas, who have served this country with distinction and honour over many decades."

"We are working closely with the Home Office as it develops revised immigration rules for the Gurkhas."



REAL TWEET: Get your binoculars out and take part in the Big Garden Birdwatch this weekend

Your chance to join garden birdwatch

THE Big Garden Birdwatch – the world's biggest wildlife survey – takes place this weekend (January 24-25).

Last year, more than 16,000 Kent residents joined half a million people across the UK to note the birds in their garden, revealing which species were doing well and which were struggling.

Last year's results put starlings as the most common garden bird in the county, followed by house sparrows, although numbers of both species were down on previous years.

Hester Phillips, of the Royal Society for the Protection of Birds, said: "The survey started 30 years ago as a winter activity for our youth members. Now it appeals to both children and adults because it's fun, easy and only takes an hour to join in."

"Reaching our 30th birthday is a huge achievement and shows just how passionate people in Kent are about birds and wildlife."

"Over the last 30 years we've clocked up more than three million Big Garden Birdwatch hours in the UK, which is just incredible."

Last year, Kent participants recorded an average of four house sparrows per garden, compared with five in 2007 and 15 in 1991. This echoes the national trend, which has seen house sparrows decline by about two-thirds in the survey's 30-year period.

• For more details visit www.rspb.org.uk/birdwatch/.

Make 'em laugh at film festival

THINK you're funny? Can you put it all down on film? If so, you are in with a chance of taking part in an important film-making competition in Kent.

It's called the 2 Days Laughter Short Film Competition 2009.

It is free to enter and will be held on Saturday, April 4, at Theatre Royal Margate and is supported by Screen South and KCC Arts Investment Programme funding.

It is expected to attract more than 300 entries.

Beeping Bush Productions, which runs the 2 Days Later Short Film Competition, is bringing the sound of laughter back to Margate for

the second year of 2 Days Laughter Short Film Competition.

Following the success of the first 2 Days Laughter Screenings and Awards Ceremony last April, at the same venue, this year's competition has been expanded to include a special Young Comic Filmmakers' Awards section to allow schools and under-18s to take part.

Mick Etherton, the competition's co-director, said: "We hope this new category and matinee screening event will give an opportunity for Kent schools, youth organisations and individuals to try their hand at making us laugh."

• For more information, phone Mick Etherton or Chris Cordwell of Beeping Bush Ltd on 01843 223800. If you want



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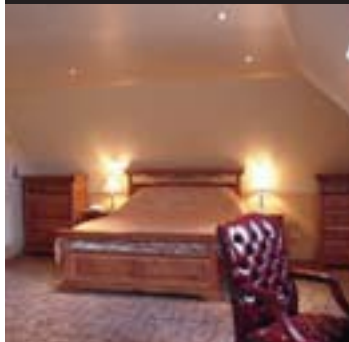
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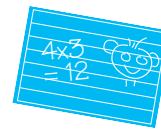
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Safeguarding our heritage

HERITAGE sites in the heart of Ramsgate are being safeguarded, with Clarendon House Grammar School playing an important role in the initiative.

Last year the school formally took up residence at the empty Victorian Baptist church in Cavendish Street, which has been converted for specialist music, arts and drama lessons.

Some of the interior period features at the listed church – including organ pipes, the pulpit, staircases, ceiling roses and stained-glass windows – are incorporated within the design, and the exterior remains largely unaltered.

Head-teacher Jane Bennett said: “It is a lovely old building that has been empty since it closed more than ten years ago and it is important for Ramsgate that part of its heritage is back in use.”

Next month, when the town’s rebuilt library reopens, part of the impressive stained-glass window that will dominate the entrance will feature designs by young artists from the school.

Their work is to be commemorated after the Friends of Ramsgate Library – who launched an inter-school competition to find ideas for the centerpiece feature – were so impressed by the creative ideas from

■ BY TOM BETTS

Clarendon House that they decided to use eight of their designs in the 13-piece window.

The winning artists were Rachel Guild, Olivia Fox, Grace Fright, Francesca Westwood, Shannon Thompson, Bethany Couch, Laura Dack and Amber Ryan.

A Friends spokesman said: “The idea behind the competition was to involve the young people of our town in having an active part in the rebuilding of our historic library.

“As the project included restoring the clock face into the clocktower on top of the roof, this left the large round window unused – our blank canvas.”

Fire destroyed the library, which stands near Clarendon House in the heart of the town, on Friday, August 13, 2004, just two months short of its 100th anniversary.

Mrs Bennett said: “The school and the library are closely linked. We have used its resources over the years and we were built within a few years of each other.

“We were devastated when the fire robbed Ramsgate of one of its oldest and most important buildings.

She added: “This school was vociferous in its support to have it rebuilt on the same town-centre site and we are proud that the work of our girls will be part of its future.”



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BREAK TIME

Academy sets the stage for exams

A SHORT play about coping with mental illness – particularly schizophrenia – was performed by Marlowe Academy students as part of their A-level exam.

The play, Chosen, was scripted and

acted by the students in the academy’s theatre in front of staff and the public.

Marlowe sixth-formers also took a theatre workshop about friendship to Isle primary schools.

It featured an adaptation of The Grinch Who Tried To Steal Christmas.

The students visited Dame Janet Junior to perform it and then moved their production to St Lawrence.

The workshop performances are for part of the students’ BTEC Theatre in Education exam.

Drama teacher Rosie Wall said: “Educationally, this is the most important part of drama exams because, when students leave a drama school, theatre in education and working in schools is the first work they will have.

“The Marlowe is training students to this level, which is quite advanced.”

Recently, Marlowe students visited the Royal Shakespeare Company’s Globe Theatre (left) in London as part of their introduction to classical plays.

They also went backstage to look at costumes and the technical side of productions.

They also took in a performance of a modern version of Othello at the Lyric Theatre, Hammersmith, to compare it with Shakespeare’s original work.



Pupils and Rotarians share the joy of a toy

RAMSGATE Rotary Club’s annual Christmas toy collection from local primary schools has been a big success.

The schools involved were Chilton Primary, Christ Church Junior, Holy Trinity Primary, Minster Primary, Priory Infant, St Joseph’s Primary and St Laurence-in-Thamet Junior.

Pupils brought in toys and other gifts

which had been collected by club members. The number of gifts was boosted by others donated by residents of Napleton Court, Ramsgate, accumulated over the last year and in some cases made by hand.

Most presents were distributed with the help of KCC Social Services to disadvantaged children. The remainder were given to the Oasis Women’s Refuge.

SEND your schools news and pictures to yourthanet@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk



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yourthanetblogger



Tory councillor Simon Moores doesn't see any hope for the immediate future in our economic situation

Let's not sail away with hopes for a swift change of fortune

AS we ease our way into a 2009 surrounded by a stream of economic bad news, there's one ray of sunshine in the premature announcement that Ramsgate may soon be the home of a new fast-ferry service to Boulogne.

Whether, in a recessed economy, there's enough potential footfall to sustain such a service from our side of the Channel remains to be seen, but there's good news for Ramsgate in a strong euro that is likely to bring the French flocking back through the port towards Canterbury – and perhaps Westwood Cross – in the way they once did when I was much younger.

I can remember a time when school coach trips went straight to Boulogne by ferry and then abandoned we seasick teenagers to explore the town, the boys to spend their handful of francs on fashionable flick-knives, cigarettes and 'French' magazines from the 'tabac'... and the girls?

I don't actually know what the girls did as there wasn't exactly a lot to do in the Boulogne of 1972, but it's changed a bit since then. Same

lethal selection of flick-knives for sale, though, I'm sure!

As we start the year, Thanet has, I believe, two fundamental challenges to meet, those twin demons which worry people most: crime and decline.

Both are very much a consequence of the prevailing economic conditions, which, thanks to a decade of our government's politically-correct version of the Cultural Revolution, have delivered a social environment which increasingly mitigates against business, investment and, above all, the country's traditional sense of taking personal responsibility.

One in four councils in England is now reporting an increase in homelessness and more than half have experienced a rise in benefit claimants – reportedly up 37 per cent in Thanet since November – as the recession bites.

Everywhere, local councils face similar problems, from Tower Hamlets to Thanet, as the irreversible nature of the damage done to our debt-ridden and dependent society becomes clear.

In headlong and headstrong pursuit of social equality and fiscal prudence, the 'wheels have come off the train' at Westminster. As a nation

we've fallen among tax collectors, reckless bankers and thieves.

Everywhere one looks, the justice system, education, health, state pensions and more, the clunking administrative machine of central government appears to be at best unfit for purpose and at worst broken beyond any hope of reasonable repair in the foreseeable future.

So where do we go from here? Government is going to be desperately short of money this year as tax revenues from struggling businesses dry up.

The consequences are bound to ripple through the public sector and, rather than radically streamline the workforce and risk even greater unemployment, it's far more likely that public services and their supporting budgets will bear the brunt of any cost-cutting while thousands of non-jobs or internships are created elsewhere with even more public money.

And people will continue to ask why they pay higher taxes and receive less in return, and the reply will be that our taxes pay for the privilege of being governed and for the privileges of government and increasingly less for the privilege of shrinking public services.

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Europe's largest health, beauty and wellbeing show is celebrating its 10th birthday this year – which means even more premium names, fabulous experiences and experts.

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If you're seeking relaxation rather than perspiration, the luxurious surroundings of the Vitality Day Spa with its massages, reflexology and facials will be calling. And after a few treatments, visitors will be able to take advantage of the Nails Inc. bar and hair makeovers and styling tips from the hair salon. Other must-visit experiences include: The Oasis, a calming zone where guests can try out alternative ther-



apies at a fraction of the cost; The Top Sante Anti-Ageing Clinic full of talks from experts on how to look 10 years younger; the Organic Pavilion in association with LoveLula.com, a zone dedicated to certified organic, natural products and the fashionista's favourite Style Theatre plus so much more! KOS Media has teamed up with the Vitality Show to offer five lucky readers a pair of tickets to the show plus the lucky first prize winner drawn will win a Goodie Bag worth £50 (filled with goodies from some of the exhibitors from the Vitality Show) to go with their pair of tickets.

To enter, simply answer the question below and send your entry on a postcard along with your e-mail address (if applicable), name,

address, and daytime telephone number to Vitality Show, KOS Media, Apple Barn, Smeeth, Ashford, Kent, TN25 6SR. Closing date is February 27, 2009.

Question: What date is the Vitality Show?

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If you do not wish to receive any literature please write 'no literature' on your entry.

Tickets for The Vitality Show 2009 cost £14.50 in advance or £17.50 on the door. For all the latest news and information on the show, visit www.thevitalityshow.co.uk or call 0871 230 5569 to book your tickets.

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TALK TIME

JOANN ROLISON

Joann Rolison, 14, is a student at Dane Court Grammar School and a black-belt Taekwon-Do champion



How did you begin doing martial arts?

I started karate when I was five but switched to taekwondo when I was nine and much prefer it.

I'm a member of Master Wolf's Taekwon-Do Academy in Margate.

How often do you have to train to achieve such a high standard?

I train three or four times a week, for two hours at a time usually. I have moved through the grades and am now a black belt.

What titles have you won?

I have won the European championships as a colour belt and black belt in the juniors categories for 13- to 17-year-olds. It's done in weight categories and I fight at the minus-42kg weight.

I have also won the title at the World Kickboxing Association World Championships in Orlando, Florida, quite recently. I won two gold medals for continuous sparring and point-scoring at the Disney World of Sport in November. I was especially proud to fight and win there.

How do you afford to travel and compete?

I'm sponsored by Dumpton Park Nissan in Ramsgate Road and they have been great. They pay for me to go to the competitions and sponsored me £800 to go to the latest tournament. I might not have been able to go without their help, so I really appreciate it.

YOUR LETTERS

Gateway a problem waiting to happen

In an era marked by increasing economic uncertainty, growing awareness of the importance of national food security and an unprecedented global climate crisis, I do not believe the China Gateway scheme at Manston is either a viable or sensible proposal.

In October 2008, councillors in Thanet voted to give the go-ahead to Phase 1 of the China Gateway development despite, I believe, never having seen a business plan or any other evidence to back up claims about how many jobs might be created.

The public meeting in Ramsgate, at which I spoke, gave many examples of poorly-thought-out planning with regard to both Manston airport expansion and China Gateway.

There is a number of specific problems with the China Gateway proposals:

- 1) the high risk of damage to protected sites.
- 2) the potential impact on the area water's supply.
- 3) the loss of greenfield sites in the interior of Thanet.
- 4) a failure to realise the tourism and other employment potential of the towns.
- 5) it paves the way for other development such as housing, well away from the facilities of the neighbouring towns
- 6) significant failings in the planning process.
- 7) it will contribute to climate change by encouraging activities that have a high

carbon footprint, including flying in goods from China. What Thanet needs is regeneration of its towns, not further development on its agricultural land.

Caroline Lucas MEP
(Green Party)

Language all a case of interpretation

The first syllable of the word British is 'Brit'.

To describe a British person as a 'Brit' is acceptable because it is part of the word 'British'.

However, this is not the case with words such as Limey and Pom that are considered by some to be derogatory (although most Brits choose not to be offended by these words).

The term Afro-Caribbean is used to describe people of African origin; the term 'Afro' is not derogatory because it comes from the word African.

English is a living language and, like all languages, it evolves.

The use of the first syllable of the word Pakistani should not be seen as derogatory, at least when used in the same context as the full word.

When I lived in Australia, I had a number of Pakistani friends that referred to Australians as Aussies and Brits as Poms. They also had a name for Indians.

In 2006, Prince Harry referred to a friend (a Pakistani national) by his nickname; the friend himself was happy to be known by this name.

The shortening of this universally accepted word should not be seen as derogatory.

After all, we are not talking

about that horrible word that was once used with golly, for example.

Many of those who are trying to portray Prince Harry as a racist appear to have double standards.

I believe that all fair-minded Brits of every origin and from all backgrounds have a duty to question the motives of some of Prince Harry's accusers and not to be so quick to accept their one-sided interpretations when it comes to the rules for shortening perfectly legitimate words.

Rupert Thurgo
Ramsgate

Vote for a party that loves to drive

Bill Furness, of the Birchington Liberal Democrats, last week painted a very rosy picture for us – if we all vote for the LibDems.

The problem is that those wishing to choose to travel by car might not find the LibDems' idea of utopia all that welcoming.

This party – that wants "to create a fairer society" – is fully supportive of road-tolling, workplace parking charging (now being instigated in Nottingham) and higher parking charges for what it classes as 'gas-guzzlers' – mainly larger family cars, regardless of how much they are driven – which is already in place in the LibDem-controlled London Borough of Richmond.

Their whole transport ethos is against private car ownership and that our lives should be governed and restricted by public transport timetables. The really sad fact is the two other major parties are not a lot better.

So if you're going to vote in next year's local elections, choose

a party for the 21st century that does not wish to return us to the days of the transport workhouse.

Terry Hudson
Herne Bay

All aboard for free bus pass for teens

It's 2009 and young people in Thanet can now buy a Freedom Bus Pass that will allow secondary school children in years 7-11 free bus travel any time, anywhere in Kent for an annual £50 advance payment.

It's taken a long time to get the Freedom Pass for Thanet and now finally our youngsters will be able to access the scheme that has proved so very popular in other parts of Kent.

At a time when too many young people can get trapped at home in front of a screen, I hope many youngsters will apply for a pass which will allow them some real freedom to get out and about in 2009.

It's simple – just phone 08458 247 247 for an application form.

Clr Clive Hart (Labour)

Margate and Cliftonville county councillor

Speak out to stop council destroyers

I was so pleased to hear that after all the campaigning by Hoot and for Northdown House, we have managed to halt this atrocious selling of so many of our assets.

These assets were bequeathed to the people of Thanet by different people but for the same reason – recreational use by people on the isle for the future.

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I am sure Sir Moses Montefiore and Mr Friend would be turning in their graves if they were aware of the attempted abuse of their property left to the people.

Louise and William Friend thanked everyone who had supported their petition in Yourthanet, but were people aware of what the family had been put through as they tried to stop the selling of their ancestral home?

The Friends fought for this building for the people of Thanet because they care.

Don't be afraid to voice your concerns if you see Thanet council trying to sell or destroy any more buildings, parks or farmland.

You have voted for these council workers and they should listen to their people. If not, don't vote them in next time – carry on fighting them until they are out.

Ramsgate resident

Green Party should focus farther afield

Having just read last week's letters, I feel I must put pen to paper over Manston airport.

I read continuously of the putting down of the expansion of the airport.

As I was born in Manston at the end of the last war, I have seen some changes; from the US Air Force to Silver City, Air Ferry, Invicta and so on.

All brought employment to the

area, which was much needed.

It seems to be a green light to the Green Party to knock every chance it can to block this much-needed expansion.

I can remember the jets of the US Air Force – with their engines full on, the house would shake.

The three Vulcans that would go roaring down the runway at 2am to meet the threat of the Russians in the Cold War – and I had no complaints! If the expansion at the airport was stopped, would it put and end to so-called global warming? I don't think so.

As a traveller to countries as far as the Far East, I have seen pollution which makes these protests a fallacy. Might I suggest the protestors direct their objections in that direction first?

I have flown from Manston on numerous occasions and hope to in the future. Good luck, Manston.

Keith Middleton
Westgate-on-Sea

Disastrous legacy of our representatives

Now that Christmas is over, do senior Thanet council officials have any resolutions for 2009?

How about enforcing the S106 guidelines with Infratil at Manston airport, or providing proper noise and air monitoring as planes overfly the towns?

Or would it just be simpler to sack the heads of one of the UK's worst

councils – rated, I believe, in the bottom 10 per cent of UK councils?

So much time. So much money. Utter failure.

At least Cllrs Sandy Ezekiel and Roger Latchford don't even pretend to provide good governance for the area now, following the lack of progress on China Gateway.

And with Roger Gale and Steve Ladyman each serving for so long as the isle's parliamentary representatives, it looks as though their disastrous legacy will be Margate 'the town that burned down' and Ramsgate 'the town that fell down'.

And all our 58 councillors stay silent. Time for P45s.

Tim Garbutt
Ramsgate

Fluffy slippers hotline

Whether it's an oversized jumper, two copies of your favourite CD, or yet another pair of fluffy rabbit slippers, the chances are that this Christmas most households will receive a few unwanted gifts.

But all need not be wasted, as the British Heart Foundation is offering an alternative home for these unsuitable gifts by asking people to kindly donate them to their local BHF Shop.

Donating your unwanted Christmas presents could not be easier – either drop them into your local BHF Shop, or phone 0844 412 5000 to discuss collection options.

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Staff are extremely experienced in roles which encompass a whole range of beauty treatments looking at all aspects of health-care.

The premises have been open for 18 months and have already attracted an enviable reputation as word spreads from satisfied clients urging those who want to make the best of themselves to try the treatments and services on offer.

Crystal Clear is one of the most popular current treatments. This is a special feature of the salon, unavailable in many other such businesses.

Staff pride themselves on their down to earth attitude but they also ensure they are ready to pass on their expert tips to customers who want to know which treatment will suit them best.

Several have worked in the Thanet area for the majority of their careers – and especially value the opportunities offered by Style Icon to remain close to loyal customers offering them the treatments they have grown to know and rely on.

The salon has a particular philosophy which matches the expectations of its customers – to



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Angels know how to nail their art

Angels Nail Studios

THIS Ramsgate studio is a family business which spans the generations – and is named for the younger women looking after customers, who are always appreciative of the efforts made on their behalf.

It has been in existence for three years this month and has developed a reputation across the region for care and attention to detail.

The stylish surroundings and cosy atmosphere offer a wide range of nail extensions and natural treatments for both hands and feet.

Currently very popular are the acrylic extensions, but silk wrap, fibre glass and the more gentle UV gel are also high on the list when it comes to customer demand.

A speciality of the place is nail art – any design is possible, butterflies, stars, or even a three dimensional flower.

Experts at the studio regard a nail as a blank canvas – waiting for whatever the customer requires no matter how outrageous.

Acrylic has always been popular with people



who want their nails to stand out and look good. And a lot of people prefer to go natural – and just paint their own nails rather than have any attachments.

Nail art can be startling or subtle – and a different colour or a spectacular butterfly are all available from the artists at Angels Nails.

A special offer at the moment is being promoted which offers a first time customer a full set of acrylic nails for just £22.

And as an incentive to regular customers if they introduce a new customer to the delights of a full set of nail treatment they will receive a 10 per cent discount.

TOP TIPS

Angel Nail Studios

The cold weather makes nails very dry and brittle, moisturising daily is really important. Put vaseline on your hands, especially around your nails and cuticles, wrap some clingfilm over them, and put on a pair of gloves. Keep them on for 15 minutes, take them off and wash your hands. Your nails will now be left feeling nice and smooth.

Woodlands hair and beauty

Now's a good time to keep to those New Year resolutions. Drink that extra glass of water, exercise a bit more or treat yourself to a much-deserved massage, manicure or new hair style.

Ecorium

When your skin has to cope with the icy weather, keep it in optimum condition by using a moisturiser that contains essential fatty acids, better known as the omegas 3, 6 and 9. Remember to stay hydrated as well. You may not feel thirsty but it is essential to keep your levels of hydration topped up.

Thanet College

Keeping your hair and skin in top condition all year round means working with the weather, not against it. Although you may be tempted to soak in a hot bath during the cold months, this dries your skin out more. Keep bath water tepid. Don't dry your skin off completely, but smooth a rich moisturiser or body oil all over your damp skin to seal in the moisture.

Owlers Nook

Winter flu and sniffles are here, so get out your oil burners and mix six to eight drops of camphor or eucalyptus essential oils with a few drops of water and sit back in a cosy chair, taking deep breaths to help clear your head.

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BEAT THE CRUNCH

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- Hundreds of money-saving ideas
- Money-off vouchers
- Discounts galore from local traders
- Credit-crunching holiday offers
- How to make your money go round
- Energy saving ideas
- Top tips for businesses
- Save money on your car

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what's inside

Page 5

Changing utility suppliers can be easier than you think

Page 7

Top tips for shopping safely for bargains on the internet

Page 9

Holidays can cost you dearly – try our advice for cheap breaks

Page 10

Beating the crunch can also be good for the environment

Page 11

Growing your own vegetables saves pounds and tastes good

Pages 12-13

Our guide to making your home energy efficient

Page 14

Why the credit crunch is improving our sex lives

Page 17

Our financial experts explain what to do with your spare cash

Page 18

How the slowdown is hitting the man in the street

Page 19

Entertaining can be expensive – how to feed friends on the cheap

Page 20

Help is at hand if you have problems with the mortgage

Page 21

Drawing up your own budget can help control your finances

Page 22

We all have mobiles phones, but you can make them cheaper

Page 23

Why the credit crunch means you really should rewrite your will

Pages 24-26

Driving costs a bomb – we look at how to save motoring money

Essential guide to where you can save

■ Signature Miramar, the retirement and residential home in Beltinge, Herne Bay, is offering 14 nights' stay for the price of 13

■ Colour Choice Conservatories in Margate is offering free colour on conservatory orders

■ Living Out Log Cabins in Chestfield and Maidstone is offering 15 per cent off plus free delivery on all DIY log cabins

■ County Garage in Herne Bay is offering 15 per cent off Ford accessories. Includes car mats, mudflaps, boot protectors, scuff plates, alloy wheels, roof bars, chrome tailpipe finisher, dog guards, roof boxes, parking sensors

■ Home Plus in Ashford and Chatham is offering £200 off when you spend over £1,000

■ FG Barnes in Maidstone is offering free six-month road fund licence with all used cars

■ Orchard Spot in Maidstone is offering one free pudding with a main course purchased from the Sunday carvery

■ Dartford Portable buildings in Dartford is offering up to 10 per cent off timber buildings. Finance available on Crompton garages

■ KOS is offering Alex classic light – one of the world's best reading lights, £84.99 save £30

■ Kentish Hardwood flooring in Rainham is offering 15 per cent off Kardean products

■ Morris & Turner in Medway is offering 10 per cent off any multi-fuel stove

■ KOS is offering a big button digital cordless phone for just £24.99 – save £20

■ Medway Stoves in Medway is offering a free companion set with any multi-fuel stove purchased

■ Positive impact golf in Manston is offering £10 off any lessons

■ County Garage in Herne Bay is offering a free winter health check and free 29-point including wash and vacuum

■ Aylesford Self Storage in Aylesford is offering three months' free storage for a year for all new document storage clients

■ Orchard Spot in Maidstone is offering one ticket get one free for music nights, meal only

■ KOS is offering all-seasons duck duvet, two duvets that button together from only £39.99, save over 50 per cent, various sizes

■ KOS is offering leather organiser handbag by Jane Shilton only £49.99 inc p&p saving £40 off RRP

Welcome to KOS Media's guide to beating the crunch

So 2008 was the year when the UK faced up to a financial reality check.

Soaring house prices led to massive mortgages which many people couldn't really afford.

With many banks and building societies actively encouraging people to borrow even more, the bubble was bound to burst – and it did, big time.

That would have been bad enough on its own, but the debt dominoes and the house of

credit cards fell just as we were entering an economic downturn which was part of the global commercial cycle of ups and downs.

On its own, the downturn would have probably not been too bad (we'll never really know, of course), but with the borrowing binge hangover what would have been a bad cold in the City turned into a vicious bout of financial 'flu which affected just about everyone.

But 2009 is another year, another new start.

So let's all try and fight back against the credit squeeze, and make some resolutions

about CCCs – climate change changes.

Here KOS Media writers have gathered some topical tips and advice about how to cope.

We have looked at everything from making a household budget to ideas for cheap holidays, and advice for businesses from experts to how to make your motoring money go that little bit further.

And we have also prepared a series of videos giving practical advice on how to save cash, so join our presenter Julie Maddocks at yourkenttv.co.uk.

How you can save money – just click on vouchersforkent.co.uk

TO TRY and help all our readers through credit crunch KOS Media – the publisher of this newspaper – has joined forces with businesses across our county to come up with some very special deals, discounts and offers.

Getting these offers really couldn't be easier – simply log onto vouchersforkent.co.uk and you can start saving money today.

Using our unique and easy-to-use page turning e-edition you can browse through the online voucher books to find the offers you want to take advantage of.

There are three different voucher books – leisure, food and drink; retail trade and services; and motors and servicing.

To save money, simply print out the voucher you want and take it to the business offering the deal.

There are fantastic range of bargains on offer – from cheap nights out to beat the credit crunch blues, to money-saving deals on home improvements.

There are no limits on the number of vouchers from the booklet you can use, so there are

lots of opportunities to save money and reduce your shopping bill.

But please take note to read the terms and conditions on each voucher carefully – not all the offers last forever and have to be used by a certain date.

We wouldn't want you to be disappointed by missing out on any bargains you want.

To get a taste of some of the deals available online, see the lists of offers included on the pages of your special Beat The Crunch supplement.

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Don't buy into store tactics

Read this and you really will save cash at the supermarket

By **JEFFREY STRAIN**

BY far the best way to truly keep your supermarket shopping expenses under control is by understanding how supermarkets entice you to spend more than you really want.

Here are some ways that supermarkets manipulate you into spending more than you had planned and some simple steps you can take to save money.

Supermarkets intentionally smell of freshly-baked goods. That makes you hungry. Hungry shoppers spend more cash. Fact.

So, only go shopping after you have had a meal and are full. If timing doesn't allow for you to do this, at least drink a couple of glasses of water before leaving to make you feel full before shopping.

Did you ever notice that when you only need to buy a few vital items, they are spread out across the supermarket? Putting basic staple items in the same general area would make happier customers, but supermarkets know that the longer you are there, the more money you are likely to spend. Stores are deliberately designed this way.

Although there is no way around going to the far corners of the store to get the groceries you need avoid impulse purchases.

Make a list of the items you need and stick to it. Get into the habit of making a single trip once a week – thus reducing your time

in the store and the risk of impulse buys.

Manufacturers of brand-named products pay hefty fees to stores to have their merchandise placed on the shelves at adult eye level (and child eye level in the case of products aimed at children such as cereal).

That means products placed at eye level are usually the most expensive so take a few seconds to look at the upper and lower shelves. Similar products are placed together and simply looking will often reveal the same product at a much better price.

Take the time to check the other brands and see if there is a better deal.

And always remember that if you weren't

planning to buy the item and you don't really need it, then it really isn't a bargain for you, no matter what the price.

The checkout aisle of a store is like a mini mart in itself. This is because supermarkets know that they have a captive audience while you wait in line to pay for your groceries.

The best way to avoid these temptations is to plan your shopping during off-peak hours.

By taking the time to understand how the supermarkets try to influence your shopping and spending habits, you have now put yourself in control. Utilise the suggestions about how to counter the supermarkets' selling techniques and you will be able to control your gro-

cery spending to a much greater extent and should have a much easier time keeping to your monthly food budget.

• **Jeffrey Strain is a journalist who always plans to save you money. See more at www.savingadvice.com.**



OFF YOUR TROLLEY: Don't buy things you don't really need, always take a list shopping

Top tips to save while supermarket shopping

- In addition to using coupons, try to buy only the "loss leader" specials (those big sales advertised in the newspaper ad). Buy lots of these items and freeze or store for the future.

- Did you know that you can freeze milk? Use frozen milk within three months. Remember to pour a little of the milk out (into another jug) before you freeze it, so that it doesn't expand and burst the plastic jug. It will look yellow when frozen, but will thaw out and look normal. It saves on trips to the supermarket.

- Plan ahead on your meals. For instance, Mondays: chicken, Tuesdays: minced beef, etc. Add rice, vegetables, pasta or potatoes for the side dishes. When you break it down you have for example chicken, four times a month so there is no boredom.

- For those money-saving big shops, keep two or three laundry baskets in the back of the car. Cheaper than buying another 'bag for life' and saves plastic bags.

- Buy meat when it's in the "reduced" section when the 'sell-by' date is that day or one day away. Freeze when you get home.

- If you want to make saving cash fun and you like to cook, scan through my favourite cookbooks and plan out an entire month's menu in advance. One mum who does this said: "I make an inventory of the food I do have and then make a list of what I need to go on one big grocery shopping excursion

"This minimizes the amount of trips I need to make in a month, thus saving me on my grocery budget. I only need to go every other week for milk, fruit and deli meat."

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Don't let the credit crunch bite you



STRESSED OUT: Don't let financial worries make you ill, take measures to stay relaxed

INCREASING bills, shrinking credit and gloomy forecasts that financially life can only get worse are fast becoming the ingredients of a toxic cocktail that threatens the nation's health.

Headaches, nausea, sleeplessness and exhaustion are thought to be just a few of the symptoms of today's most topical medical condition, Credit Crunch Stress.

Already there are reports of increased levels of depression and tension headaches, not to mention health problems associated with economising, like skipping meals, cancelling gym memberships and drowning sorrows with alcohol.

Recently, 39-year-old postman Duncan Wilby from Yorkshire became one of the early fatalities of the current economic crisis. It was reported that, apparently troubled by financial problems, he took his own life.

Dr Nick Read, a physician and psychotherapist who specialises in stress-related conditions is just one expert predicting the medical profession may soon see a surge in illness caused by money worries.

He says: "The current situation with growing financial uncertainty and anxiety about the future is bound to impact on people's health. Many will feel overwhelmed and worried that they can't cope."

"So doctors may well see more and more people exhibiting symptoms which are triggered by stress such as back pain, breathlessness, muscular tensions, and gut complaints."

"Stress also exacerbates existing illnesses like eczema, asthma, arthritis and migraines."

He estimates that currently around 50 per cent of patients visiting doctors have illnesses which cannot be diagnosed or properly treated

By **GABRIELLE FAGAN**

but whose origin is stress.

Stress hormones have a range of damaging effects on the body. Adrenalin increases inflammation, makes pain worse and ties the guts in knots. Cortisol raises blood sugar and blood pressure, makes infections worse and induces obesity and exhaustion.

Sleep deprivation caused by money worries is already, according to research, affecting those in particularly vulnerable professions – estate agents, lorry drivers and taxi drivers.

They are enjoying less sleep – only at best six hours a night – than those in other professions and trades, found a survey by Travelodge.

Its findings are backed by new research by sleep aid, Sominex, which discovered that a third of those it surveyed had disturbed nights because of money worries and a further third toss and turn over job worries.

Dr Wendy Denning, director of an integrated health centre in London points out: "Although our physical welfare has a massive impact on how we feel and behave, ironically it's often neglected in times of stress."

"Even simple things can help. For instance when we're stressed we breathe less efficiently and take more shallow breaths, which doesn't get enough oxygen to our brain and body. Deep breathing exercises could improve that."

Soothing sleep

Dr Denning's advice is, don't work until you're literally too tired to do any more as you'll be too exhausted to switch off sufficiently to rest, and avoid watching television late at night as it stimulates the brain.

Sex and the City

Scottish scientists reportedly found that sex

isn't just an effective stress reliever for a short time – but that the benefits of one session helped to keep stress at bay for up to a week.

Unfortunately anxiety and stress is known to reduce libido. Dr Denning says: "Relaxation techniques can help, but talk about any problems with your partner or seek advice from a specialist."

Don't panic

Panic attacks may be a symptom of stress and anxiety. These can last for a brief period of around 15 minutes and feature a range of symptoms including dizziness, nausea, sweating and a racing heart.

Among the treatments which can be recommended by a GP is Cognitive Behavioural Therapy (CBT), which involves weekly sessions where the sufferer talks to a therapist. There are also self-help tips, including breathing techniques.

Beat the blues

Low mood as well as feeling more irritable, forgetful, and finding it harder to concentrate can all be symptoms of stress, says Dr Denning.

She recommends a multi-vitamin and mineral supplement to boost the body as stress may deplete levels of key vitamins like B and C, and magnesium and zinc.

Face reality

Fear of what may happen in the future is a major factor in raising stress levels, according to Richard Hilliard, director of the Relaxation for Living Institute.

He said: "Make a plan. Bridge the gap between where you are now and where you want to be by creating actions that move you towards your goal. Feel good about yourself when you achieve even small steps and try to appreciate the positive things in your life."

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To see this clip, search 'recycling'
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We look at how you can both make and save money by recycling in this KOS Media credit crunch special film

Essential guide to where you can save

■ Farleys Furniture store in Ramsgate is offering 10 per cent off all lift and rise chairs and motion beds

■ Kingfisher Blinds in Ashford is offering motorised blinds for just £149 inc VAT

■ Holiday Inn Express Hotel in Ramsgate is offering rooms at £49.95 per night including bed and breakfast and free parking

■ H & H Flooring in Deal is offering an extra 10 per cent off all carpets

■ KOS is offering a set of Bypass and anvil secateurs for just £16.99 save £10

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TERMS AND CONDITIONS APPLY TO ALL OFFERS

Stop burning your money

Changing energy suppliers is a lot easier than you think

By **CHRIS BRITCHER**

CHANGING energy suppliers has received a lot of bad press over the years.

Tales of unscrupulous door-to-door salesmen signing you up without your knowledge and the myths which surround the actual process have made many steer clear.

Yet the reality is, the process should be quick, simple and save you potentially hundreds of pounds during the course of the year.

Firstly, let's dispel the biggest myth of them all. Changing supplier will involve no new pipes, and no hassle.

From your point of view the only difference will be a different company's name appearing at the top of your monthly bill – and less money leaving your bank account.

All you have to do is identify who you want to supply you with energy and notify them and settle up with your current supplier. There will be no break in your supply and all existing equipment will remain the same.

But crucially, do your research – and don't be

hassled by a salesman either on the phone or your doorstep if you don't feel comfortable. Remember, it's your business they want and you're in control of who you give it to. If you're not sure, or are getting confused, simply tell them you'll think about it and thank them for their time. Sign nothing unless you are certain you want to change supplier.

Special offers

Fortunately, with the internet it has never been easier to compare the price of gas and electricity, find out the reputation of companies and hear of problems other customers have had.

Suppliers frequently have online special offers too – cutting prices further simply by switching to an account you monitor via the web.

Independent comparison websites such as uSwitch.com and Moneysupermarket.com are particularly useful. At the click of a mouse



HOT TIP: Find the cheapest energy prices online using a comparison website

they can guide you to the best prices so you can make your own decision.

Scott Byrom, is utilities manager at Moneysupermarket.com. He explained: "Energy bills are well over the £1,000 mark and while the energy giants may cut prices in the coming weeks, changing to a cheaper tariff is something I highly recommend."

"With so many people needing to tighten their purse strings, a saving of almost £1,801 on average could make all the difference. Changing to an online tariff also gives consumers the opportunity to keep track of their payments and have a clearer idea of their balance by managing their account online. As well as swapping from standard to online, changing payment method to monthly direct debit will also guarantee savings."

But you may not even need to change suppliers to achieve noticeable and useful savings. Speak to your current supplier and discuss with them your usage. It is possible simply switching to a different tariff could save you pounds.

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For some it's only a small downturn



SMEs can be adaptable in rapidly changing markets

By **TONY PATEY**

SMALL is beautiful was a big catchphrase a few decades ago, but it's certainly come into its own since our economy has taken a downturn.

What are referred to as SMEs (small and medium sized enterprises) often have the agility to react more swiftly to rapidly-changing market conditions than large corporations – rather like how tiny mammals survived when lumbering dinosaurs perished millions of years ago.

In a downturn markets shrink and anyone forking out cash wants value for money. So firms have to work smarter, not just faster. Creative bosses will be asking staff for ideas which could work for the whole team's benefit.

Also, many outfits think that shedding staff can be a good way of cutting costs – it can be, but it's first got to be thought out very carefully.

'Last in, first out' doesn't work any more

when you're considering making redundancies because that could land you with an expensive claim for discrimination.

Simon Morgan of Dartford-based HR Dept warns that redundancy is never an easy option, and it needs to be handled properly if it is going to make a positive, rather than negative, impact on your business.

"Many SMEs use redundancy as a way of dealing with a poor performer but this is the surest way to make the dismissal unfair.

"How you choose who to lose when there is more than one person doing the same role has to be decided by an objective selection criteria and consulting with all staff affected at every stage of the proceedings.

"In addition to completing the redundancy process on the right side of the law, you need to think about the rest of your workforce.

"Being left with a smaller team who may be

anxious about their own job security or, even worse, who harbour ill-feeling towards senior management, may negate the positive effects you were hoping for with a smaller, more tightly knit team."

When it comes to finance there's little real helpful advice to give. It depends on each individual firm now, because the banks have drawn in their horns and treat any loan or overdraft request with a beady eye.

But, every bank has stressed to me that firms which have been good customers in the past and come up with good business plans or ideas will get a fair hearing – and stories I've done recently in the Business section of Saturday Observer and Kent on Sunday have backed up this claim.

Now's a good time for firms to check out leases and rentals on properties – to see if it's possible to negotiate any new terms.

It's a buyers' market in commercial property at the moment, so companies seeking new premises should be able to work out some very favourable deals.

Essential guide to where you can save

■ GG Racing in Ashford is offering £10 off a 1/400th share

■ Cox & Son furniture and soft furnishings store in Ramsgate is offering free checks, measures and hangs on curtains

■ Avalone Flooring Ltd in Strood is offering 10 per cent off decorative flooring

■ County Bed Company in Tonbridge is offering 10 per cent off any headboard when purchased with a bed.

■ Robins and Day Motors in Maidstone is offering free winter health checks (normal RRP £19.99)

■ Something Old Something New in Westgate-on-Sea is offering 10 per cent off when you spend over £100

■ Winter Gardens Theatre in Margate is offering discount theatre tickets

■ St Lawrence Tavern pub and restaurant in Ramsgate is offering buy one main course and get one free

■ Village Hotel in Maidstone is offering £2 off the full ticket price for Burns night/Pink tribute night or ultimate Swing Night

■ Spand Motors in Hythe is offering a free mini valet with any full service

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Going bargain hunting has never been easier – just click and save

By **TOM BETTS**

AS OUR bank balances are squeezed by the credit crunch, some financial experts suggest turning to the internet to make the pennies stretch further.

The savings that can be found online could make the read-out on the ATM screen that little bit more bearable... if you are computer-savvy enough to hunt them down.

While the large supermarket chains find more and more ways to reduce the retail price of their stock, web stores have also had to offer great deals to keep customers spending.

The obvious places to start are the price comparison sites, of which there are many.

The cheapest possible charges on everything from car insurance to Nintendo Wiis can be found on sites such as moneysupermarket.com and kelkoo.co.uk.

The process can be time-consuming, but is worthwhile as huge savings can be made.

Talking to people around the county, the message was clear.

Matthew Bates, 33, from Whitstable said: "I brought a new iPod 8BG Nano with my Christmas money on the net, and used Kelkoo to find it.

"What would have cost me more than £100 on the high street cost £84 on the net."

So much for luxuries, but with winter doing



SCREEN SAVER: Online shopping can really help you save your hard-earned money

its worst, the cost of your energy bills is worth looking at.

Click on energyhelpline.com or uswitch.com to set about making pound-saving changes.

Lorraine Pattola, 27, from Westgate-on-Sea, found that by switching energy supplier via the web, she saved more than £50 on her last bill.

She said: "I thought our bills from EDF were outrageous, so I used the web to shop around for a new supplier. My housemates appreciat-

ed it, too. I haven't made a cup of tea in weeks!"

And with the cost of mobile phones burning a hole in people's pockets, communicating with your friends can also be made cheaper.

Samuel Clarke from Herne Bay is 28 and has just bought his first home in the town.

Accordingly, he has had to curtail his spending dramatically.

Despite having a love of gadgets and technology, he switched to a pay-as-you-go mobile and increasingly used the internet to make contact with friends.

He said: "I use email much more now and I even joined Facebook, which I once vowed I'd never do. It has saved me money on things like texting and my phone bill has come down by around £15 a month."

Saving money on your groceries by shopping online is also easier than it looks.

The running total counters keep track of what you are spending and help to curtail impulse buys.

The dreaded delivery charge has come down, too, with retailers like Tesco now charging just £1.75 for midweek drops – and you don't spend money on petrol driving to the store.

If you're prepared to swallow your pride and buy second-hand, eBay also comes into its own as a cash-saving resource.

Books, CDs and DVDs, and pretty much everything else, are a steal if you are prepared to play the waiting game until the goods arrive.

One trick is to buy cheap films from shops like WH Smith, which often sell for as little as £3, and sell them on at roughly the same price.

A film for free, unlike renting from a store!

Essential guide to where you can save

■ Theatre Royal in Margate is offering two tickets for £20 (normally £14 each) for The Jives Aces on March 20 at 7.30pm,

■ Southern Antennae aerial and satellite shop in Broadstairs is offering 20 per cent off any service it provides

■ Thanet Leisure Force in Margate and Ramsgate is offering £50 off a family membership package. Discount available against annual payment or can be used for DD memberships against joining fee and daily rate payable in advance

■ Oliver Carpets in Ramsgate and Herne Bay is offering 10 per cent off when you spend over £250

■ Lextertent furniture store in Westgate-on-Sea is offering £300 off all dining suite orders over £2000

■ GC Stevens & Son, garden machinery and woodstoves store in Sittingbourne is offering 10 per cent off stoves and complete flue systems

■ Lenleys in Canterbury is offering an extra five per cent off sale prices on furniture, sofas and beds

■ H & H Flooring in Deal is offering free underlay upgrade on all carpets

■ Hazlitt Arts Centre in Maidstone is offering two for one comedy nights

■ KOS is offering a pressure washer kit £99.99 including free accessories save £116 on RRP

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Are you in control of your staffing costs?



PEOPLE PERSON: Director Tara Lloyd

SMALL businesses struggling to maintain their cash flow in the economic downturn should make sure they properly manage all of their people costs.

Ashford-based people management expert Calibre HR & Training said there are often opportunities for improving staffing efficiencies, but too few small businesses have the necessary understanding of the whole staffing picture – and so aren't well placed to secure cost savings.

Director Tara Lloyd said: "The wages bill is one of the largest financial commitments for any business. When times are tough businesses of all sizes need to know where and when costs will be incurred.

"However, small businesses routinely overlook some people costs and fail to have a proper grip on the full cost implications of their decisions. And the consequences can be catastrophic."

Businesses need to know both their total committed staff costs – including overlooked items such as cover for holidays and other absences, bonuses and deferred pay rises – as well as what flexibility they have to revamp operations to match demand.

Said Ms Lloyd: "For ultimate flexibility, employers need to understand the employment status of every staff member and the terms of engagement of contractors and agency staff."

By **TOM BETTS**

In addition, Ms Lloyd says people costs are often underestimated at both ends of the employment relationship.

"It can be easy to assume recruitment costs will be nil during a recession, but people continue to move jobs and if you are aiming to counter the effects of the downturn you should be taking advantage of the new talent on the market.

"So look closely at your recruitment methods to ensure the best value for money. Similarly, businesses planning to reduce or restructure the workforce need a proper understanding of redundancy costs and the role of professional support in managing the process professionally and avoiding litigation."

HR financial planning – what to include:

- All wage costs
- Cover for holidays and other absences
- Benefits – cars, food subsidies, life assurance, pensions, health cover, staff discounts and private health insurance, etc
- Pay rises and bonuses (including deferred)
- Recruitment costs
- Training
- Unclaimed Statutory Sick Pay
- Redundancy payments
- Professional HR support

Free people management factsheets are available at www.calibrehr.com.

Essential guide to where you can save

■ Farleys furniture store in Ramsgate is offering a free dishwasher with every kitchen order placed over £7,000

■ Kingfisher Blinds in Ashford is offering one motorised blind either vertical or roller free when you spend over £1,500

■ H & H Flooring in Deal is offering free accessories with all laminate flooring

■ Spand Motors in Hythe is offering a free mini valet with any full service

■ Theatre Royal in Margate is offering The Barber of Saville Row, January 30, two tickets for one top price ticket (£15 each)

■ The Captain Digby pub and restaurant in Broadstairs is offering a free kid's meal from the pirates menu with every adult meal ordered from the restaurant menu

■ Southern Antennae in Broadstairs is offering £25 off a high gain digital aerial

■ Village Hotel in Maidstone is offering 20 per cent off in the Verve Grill or Victory Pub

■ Lexterten furniture store in Westgate-on-Sea is offering £100 off elevating TV cabinets

■ Acorns health and fitness in Chatham is offering a third off gym membership

■ KOS is offering a Pulsar Kinetic Watch only £49.99 (inc p&p) no battery required, saving over 50 per cent on RRP

■ Morris & Turner in Medway is offering an extra £10 off Taurus vanity units and basins

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By **TONY PATEY**

COST will probably play the biggest part in holiday planning for most people this year – and New Year offers in the travel shops will be scanned carefully.

Looking at what has happened in the rest of the retail sector over the last couple of months, I think we can take major discounts as a given.

But it'll be worth checking out if they really are bargains or just face-value savings covering lots of extra charges. Or dodgy accommodation. Or travelling in the middle of the night from Rocky Horror Airport.

Deals

Of course, people will be using the internet if they can access it. But think about your nearest travel agents' – they employ locals who are trying to make ends meet like the rest of us, and when the good times come back you'll be glad they're still around.

If the assistants have been through the courses for travel agents, and I'm sure most have if they're on the front desks, they'll be able to work out the very best deals and travel routes.

With the weak pound, going foreign may not be the best idea this year; there are, after all, plenty of good holiday spots in the UK and southern Ireland, and there are bound to be opportunities for negotiating a cost-effective deal.

Even if a hotel or guest houses is not advertising a discount or offer, such as for a family, it's worth asking – they'll probably come up with a decent deal.

When my family was young I took them to the really beautiful parts of Britain – for example, Exmoor, the Peak District, the Isle of Mull, Wales – because I wanted them to

Take a holiday from the credit crunch



PEAK TIMES: Saving money on holidays is an excuse to re-discover what's on our doorstep

know what was on their doorstep before they jetted off abroad when older.

In fact, even now my wife and I would much prefer a walking holiday from a small, family-run hotel or guest house in say, Rutland, than spend a couple of days tearing out our hair at an airport – which wipes out any benefit from a holiday overseas, anyway.

Rail and coach services are definitely worth looking at – apart from saving carbon-miles

you can put up your feet with a book, newspaper or just snooze, and teenagers – and the not so young – aren't as selfish as they used to be with noisy headphones.

If you're really aiming to cut costs, or just want to rough it, camping can be either extremely comfortable or just extreme; caravans are also a good option because you can move around, but you have to pick sites carefully to get facilities you want.

B&Bs have really come on, and not just because of the fire, health and safety rules and regulations they have to satisfy.

A lot are now run by people who have taken early retirement from good jobs, or have got a good redundancy payout, and they give the kind of service they'd expect if they were on a break. And breakfast is usually extremely good.

Self-catering has never been on my holiday agenda, but other members of my family say it's fine if there are just one, two or three – it can be a bit time-consuming if there're more.

If you're young, check out any bus service deals you can get, such as special passes, because if you can get A to B on public transport, cheap or free, it's worth it. Also, if you're 60 or over, don't forget to apply for bus and rail passes.

If you're really worried about expense, why not just stay at home?

What's wrong with watching videos you like, listening to music, catching up on reading and then going out for a good evening meal and drink (you're not splashing out for anything else, let's face it)?

And Kent, of course, can offer fantastic landscapes and days out for all the family.

Use the car only if you have to, and check out public transport links – all right, you can't get everywhere, but you'll be surprised where you can go, and timings are now very good.

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Reducing your carbon footprint and your bills

WE can all make changes at work and at home which will help reduce our carbon footprints – and save us money during the credit crunch.

There's lots that can be done, and a main focus is climate change, which is highlighted in a new report from the Kent branch of the Campaign to Protect Rural England, which is the only organisation seeking to protect the countryside as a whole.

It's called 'Tomorrow's Kent', and is available on CPRE Kent's website, and shows how climate change will affect our county and what steps we can take.

Loans

A rapidly growing number of homeowners are now taking advantage of local council loans and government grants to install solar panels, wind turbines and other microgeneration technologies in their homes.

You may initially feel a large-scale renovation project in your home may seem uneconomical, but renewable energy technologies such as wood burners that provide heating and hot water, or solar water heating panels, will pay for themselves in the long term.

While oil prices may have come down for the moment, everything suggests that high heating costs are here to stay, unless we look for alternatives.

BY **GEMMA WATTS**

There are many other practical steps you can take to reduce the amount of energy you use in your home. By simply replacing old lightbulbs with energy saving ones you can reduce your energy costs.

If your boiler is more than 10 years old then think seriously about getting a new, more efficient one. It should keep you warmer for a lot less money.

Improving the insulation of your home doesn't have the 'eco-bling' attraction of a solar panel or a wind turbine, but it can save you money, and reduce your carbon footprint, far more effectively.

For impartial advice on what is available in your area and what you can do, contact the Energy Savings Trust (www.energysavingtrust.org.uk or phone 0800 512 012).

CPRE Kent is holding an 'Alternative Energy Event' in Tunbridge Wells on January 24. There will be a range of speakers giving presentations on how alternative energy can work with protecting the countryside, listed buildings and conservation areas.

For more information visit the website www.cprekent.org.uk or call 01303 815180.

Take action now to protect Kent from climate change and start saving on your bills.

• **Gemma Watts is publicity officer of the Kent branch of the Campaign to Protect Rural England.**



COST EFFECTIVE: (top to bottom) solar panels; insulation; and energy bulbs

Essential guide to where you can save

■ Lindsay's Driver Training in Hythe is offering a Learner Driver starter pack for only £95 which includes four lessons, theory training DVD Rom, Highway Code, Theory Q&A book, £60 pass plus discount (for under 20s) Young mammalade kit (low car insurance and cars for new drivers)

■ GC Stevens & Son, garden machinery and woodstoves store in Sittingbourne is offering £10 off Honda mower servicing and £20 off Honda and Husqvarna ride on mower servicing

■ Clarkes Furnishers in Maidstone is offering a free power upgrade. Pay for a manual recliner and upgrade to a power version free. G Plan upholstery

■ Lexterten furniture store in Westgate-on-Sea is offering £300 off upholstery orders over £1,500

■ The Fireplace in Sittingbourne is offering 10 per cent off

■ Village Hotel in Maidstone is offering 50 per cent off its Sunday night pasta buffet

■ Thanet Leisure Force in Margate and Ramsgate is offering £100 off joining fee. At any Thanet leisure force fitness studio when you sign up to any membership package

■ Farleys furniture store in Ramsgate is offering half price duvets and pillows with every bed purchased

■ KOS is offering a porous seepage hose. It saves time and money uses up to 70 per cent less water. From only £19.99, save £35 on RRP

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IT USED to be dig for victory, but now we could say it's dig for survival...

Growing your own vegetables and generally shopping sensibly can save a lot of money. So rather than just cruising supermarket aisles picking up whatever takes your fancy, and getting a shock at the check-out, plan your campaign.

Part of that attack could be just growing your own herbs and some vegetables – or even getting an allotment for a bigger crop – and also making sure you spot the food and drink bargains in a variety of stores, from the biggies to cornershops.

For example, try and buy large bags of onions or potatoes rather than smaller amounts; you'll find that if they're kept in a cool, dry, shaded place they'll last ages.

Also, cultivate your local butcher. If you're a regular customer, you could, for example, ask for a 'bargain pack' of meat if you give them say £30 or £40 cash. Again, it'll save in the long run and last ages – and it'll stock up your freezer.

Plan meals

Plan meals a week ahead, and shop just for the items you need – that way, no food will go to waste and you'll be less tempted by unnecessary bits.

At the supermarket go for the 'own brands' – which are often just a difference in packaging, and a lot cheaper.

Budget supermarkets such as Lidl also do an incredible range of fruit juices, including pear and peach, which are extremely healthy, cheap and long dated. They're usually packed with vitamin C and very tasty.

Taking sandwiches and some fruit for lunch at work will save pounds each week, and you won't be tempted by fast food or cream cakes. Drink water instead of expensive and calorie-packed fizzies.

Use up leftovers – for example, vegetables can be used as a 'bubble and squeak' the next day, and meat can be used for sandwiches.

And if you make things like lasagne, stew



VEGGIE FEAST: Growing your own food and shopping sensibly can help your finances

Healthy ways to save allot of cash

and shepherd's pie, make much more than you need so you can then freeze small portions for the future.

Finally, try and grow your own vegetables. Not only will it keep you fit, but the taste of something you have grown yourself is very satisfying.

If you're new to gardening, get some how-to books from the local library – you'll find loads on the shelves – and the weekly gardening

magazines carry masses of topical tips and suggestions.

Cultivating anything from a small patch in your back garden to a full-scale allotment will give you an extremely worthwhile hobby which will certainly stay with you even when the recession becomes a memory.

This time of year, you'll find bargains and big discounts in garden centres for a whole range of gardening items, from mowers to gloves.

To see this clip, search 'driving'

@ yourkenttv.co.uk



According to one driving instructor, we could all change our driving habits and see a 39 per cent fuel saving

Essential guide to where you can save

■ Holiday Inn Express in Ramsgate is offering conference room hire for £95 per day including LCD projector, flipchart, pens and one round of coffee plus free parking

■ GG Racing in Ashford is offering £40 off a 1/100th share in racing shares

■ Elephant Windows in Ramsgate is offering £100 off with any order placed over £2,000

■ A & A Gliderobes in Canterbury is offering up to £100 off

■ Kentish Hardwood in Rainham is offering 10 per cent off carpets

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Draught in

We decided to get some help this winter to make our home more eco-friendly while cutting down on high heating costs...

By **KATE HODAL**

THERE was no joke about it: the house was an icebox, but we'd made a silent but communal resolution to withstand the cold rather than blast the heat.

But when snow fell, we decided we'd had enough. We flipped the switch.

Then the boiler packed up.

The timing couldn't have been worse. Or better. We might have been freezing, but the Energy Saving Trust was also telling people that what we needed to do to stay warm wasn't to turn up the heat, but insulate the loft, strip insulate our windows and stop using our chimneys, energy-inefficient as they were.

So we decided to try out an eco audit. Would it really be possible to save money and stay warm, all at the same time?

That's when eco-auditing guru Donnachadh McCarthy stepped in.

Blessed with a thermometer, an energy monitor (which reads how much energy an appliance uses both when on standby and in use) he wandered with us from room to room measuring things like drafts, light usage, how much time we spent in which areas and insulation.

What he found in our four-storey Victorian mid-terraced house was shocking. For a household that recycles nearly twice as much as the national average, we were eco-sinning just by opening up our front door.

But all that was about to change.

Taking in full stock of the house, from cellar to loft, Donnachadh gave us a full list of notes on how we could cut costs but plump up our eco-friendliness.

ing bill, which would save us roughly 20 per cent per month on our electricity bill.

We also made sure to cap its temperature at 60C, so as not to overheat the water and suffer the economic consequences later.

Radiators

Many of the radiators in the house are placed under windows, for instance in the kitchen, bathroom and some bedrooms, meaning that up to 70 per cent of the heat is lost straight through the glass above or through the outside wall.

"This can be corrected by installing a shelf above the radiator, which will block the heat from escaping up through the window," Donnachadh explained.

"By installing a reflector panel, you'll reflect the heat into the room rather than leak it into the wall behind it."

We've found that it also helps to draw the curtains at night, which none of us had paid much attention to. By turning rooms into small boxes, and ensuring the curtains are drawn, doors closed and radiators turned on, our house has become a hodgepodge of warm rooms, rather than an airy hallway whereby one can wander in and out of spaces that are, as a result, freezing cold.



Fireplaces

Our next stop was to take a look at the fireplaces. Donnachadh reckons that up to 15 per cent of the central heating in a room can be lost up an unsealed fireplace.

Our house might boast five gorgeous fireplaces, but they certainly make a room cold.

After investing in a chimney balloon, which set me back £19.99, my room became five degrees warmer and there was no longer a draught between the chimney and the door to my room.

Doors

Donnachadh said: "Take a look at your front door," he said ominously, stepping over the threshold.

He pointed out a draughty letterbox, which was letting cold air into our hallway day and night. "Most people don't realise the effect of draught in a door frame like this."

"Get yourself some strip insulation and a



Heating

It has charm, but our house is also large, drafty and badly insulated. While we might be slightly ahead of the rest of Britain by subscribing to a green electricity tariff, we've still been using way too much of it.

I discovered that by replacing the boiler with a newer model we could save around 20 per cent on our gas bills and keep the house heated more efficiently.

But the possibility of my landlord buying us a whole new one was low, so Donnachadh talked instead about how we were actually using the boiler.

Our boiler is set on a timer, with separate controls for the central heating and hot water. But we still had the hot water on longer than we needed it – we were able to shave off three hours per day from our heat-

the expert to go green

draught-proof letter box, and your hallway will warm up in no time," he added.

"A doorbrush would help the gap at the bottom of the door, and a door curtain would also stop any drafts from coming into the house."

Donnachadh's next step was to take a look at our kitchen door, with its keyhole allowing a permanent shaft of air coming into the room.

He told us that putting tape over the keyhole on the outside would prevent cold air from coming in.

Things to look out for: door gaps, drafts from cracks, air coming through keyholes,



broken locks and draughty letterboxes.

Solutions: draught excluders, taping keyholes, fixing locks and getting draught-resistant letterboxes.

Floors

Our drafty house's wooden floorboards once supported plush carpet. While its since been ripped up, the boards themselves have not changed since the house was built in the 1870s.

Well worn, they are incredibly draughty, with no insulation protecting them from the cold cellar air blowing from below.

"This is a source of a large amount of your heat loss and needs to be dealt with urgently," Donnachadh said, reckoning that a whopping 15 per cent of our home's heat loss was going through the floor.

By filling in the floorboard gaps and nailing wood fibre insulation board to the cellar ceiling, we should be a lot warmer, he says.

Things to look out for: holes.

Solutions: plug the holes with floor filler (available from hardware stores) and insulation board.

Windows

A crack as small as 2mm around a window can let in as much cold air as leaving the window open 8cm, so it's essential to make sure your windows fit well.

The windows in our kitchen and living room had gaps large enough to stick pencils through, and air vents in the toilets were either left open or were broken.

After blocking up the vents with some strip insulation and recycled cardboard, we found



the toilet and kitchen now felt 100 times warmer.

Our next step was to look at the sash windows in our house, whose draughts needed blocking with draught excluders along the sides and in between the window frames.

Donnachadh also noted that installing curtains on the kitchen windows would help even more, as would drawing our bedroom curtains (and having them thermally lined, or at least double-lined) with Velcro, to ensure their complete closure at night.

Things to look out for: broken locks, draughts coming in between the panes or between the pane and frame.

Solutions: strip insulation, fixing the locks, heavy curtains.



DRAUGHT EXCLUDER: Expert Donnachadh McCarthy can audit your home to give you the best advice on being green

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Established 1928 - Four Generations of Family Service & Quality

By KATE WHITING

THE credit crunch has been blamed for a lot of things – repossession, redundancies and the demise of Woolworths – but in recent weeks it has also hit the headlines for reigniting Britain's sex lives.

Sales of condoms have shot up according to Superdrug.

It seems that more and more couples are opting for a steamy night in rather than splashing their cash on a night on the tiles, and some experts are predicting a baby boom next year as a result.

"We've seen a phenomenal rise in the sales of products designed to enhance sexual pleasures and a rise in the sales of condoms compared to this time last year," says Melanie Wilson, Superdrug's healthcare buyer.

"Over the past four weeks we have also seen sales of pregnancy testing kits rise every week – so we'll expect to see sales of nappies rocket later this year."

A recent survey by YouGov named sex as the nation's favourite free activity ahead of window shopping and gossiping, but as with some other trends, we've seen it all before.

Research shows that economic slumps in the past, including during the 70s and the early 90s, caused the birth rate to rise, so could we be set for another baby boom?

"No," says Netmums co-founder Siobhan Freegard.

"We tend to have mums on our website who are already pregnant and already have children, and from their point of view, I would say the credit crunch is probably having the opposite effect in that we're finding mums who would like to have a child are actually holding off and saying 'I'm really worried about my husband's job' or 'it's another mouth to feed'.

"Also people who had hoped to have another

Why we're finding the credit crunch a turn on

Most headlines about the credit crunch were depressing and gloomy, until news broke that the recession has made us all have more sex. We ask the experts about the story behind the headlines, whether it will lead to a baby boom and reveal why sex is good for you

baby and move house, for more room, are not able to do that, so they're actually holding back and saying 'we're going to wait and see how things pan out'."

While sales of condoms are increasing, it could well be that people are more worried about getting pregnant and are taking more care with contraception, rather than that they're actually having more sex.

Regardless of whether there will be a baby boom, it certainly seems the nation's sex life is having a healthy surge. That's no bad thing, says relationship expert Paula Hall.

"I've seen the statistics saying condom sales have increased, so unless they're all being used as water balloons, it seems couples are having more sex," she says.

"Certainly I've seen a number of couples who can't afford to go out and do the things they do normally and they're deciding they need to find cheaper forms of entertainment. Staying at home and enjoying themselves sexually is certainly something I'd recommend to help their relationship."



HOME ENTERTAINMENT: More couples are opting for a steamy night in to save money

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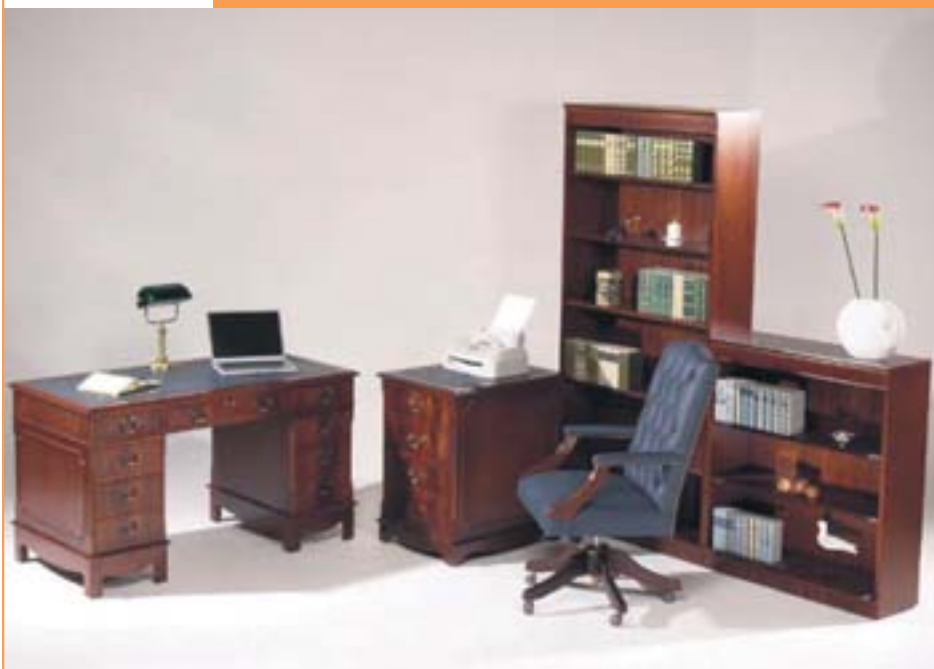
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Don't dispute it

BY **TONY PATEY**

WITH lay-offs and cost-saving happening in a lot of companies, many workers feel unsafe and edgy.

This is often the time when disputes which are really tea-cup storms become full-blown disagreements.

This is where Acas comes in. It has been part of the industrial landscape for years – in the past it figured in all the big disputes between unions and bosses.

It used to be called by its full name of Advisory, Conciliation and Arbitration Service, but now it's just known by its acronym.

But, although it's involved in all aspects of employment disputes, a key part of its work is mediation – and it's this part which grabbed the headlines years ago when its delegates used to sit down between some tough bargainers on both sides.

Acas has launched a new line of attack, urging employees and employers to resolve any disputes in the workplace rather than going for expensive employment tribunals.

Acas South East senior advisor Sarah Vintner said: "Mediation aims to get people talking together, in a constructive way, so they can sort out their differences.

"Obviously this isn't easy, especially if people haven't been getting on well for some time and have built up very negative pictures of each other.

"That's why the mediation approach we use is quite structured and provides clear ground rules so that people feel as safe as they possibly can.

"That way they are more willing to open up and be honest about what is bothering them."

The mediator first meets each person separately so that there is confidence that the Acas delegate is not there to judge who is right or wrong, and then the process starts.

Ms Vintner said: "A typical scenario for mediation is where two work colleagues have such different personalities and working styles that they each regard the other as rude and unhelpful, sometimes leading to allegations of bullying and harassment.

"A situation which, if left without any attempt to help those two people talk to each other properly, could result in grievances and ultimately disciplinary action as their behaviour begins to breach company standards.

"The typical mediation outcome of such a case is respect and understanding of each other, increased self-awareness and agreements about acceptable and unacceptable behaviours."



PREVENTABLE?:
Acas mediation can help with problems in the workplace

FREE book to help your firm

STEP up, folks – here is a FREE book to help firms with their marketing. But you'd better be quick because it's a limited offer.

It's designed to help businesses increase the effectiveness of their marketing, has just been released and is called "Why most marketing doesn't work and how you can fix it....."

Author, business specialist Dean Garland, said: "For most businesses, the quickest way to climb out of the recession and improve their fortunes lies in their ability to use effective marketing tactics.

"Unfortunately, most business owners find that their marketing isn't working as they would like, but have no way of knowing why this is the case."

This comprehensive 99-page book solves this problem and is FREE to KOS Media readers when they enter or mention Kent on Sunday when they go to <http://www.marketingfixit.co.uk/> or call 0844 4480 670 – but only 50 copies are available.

The book has been designed to create a quick win for those aiming to generate more money from their business and get an excellent return on their marketing spending with:

- 31 examples of proven marketing campaigns which have generated millions of pounds for small business owners including detailed

summaries on why each one worked

- Why your 'message' has to include the '8 marketing assets'

- How to side-step the competition and eliminate them from the minds of your prospects and customers (without reducing your prices).

Mr Garland, of Rapid Results Marketing, said: "By knowing what marketing to use in certain situations and how to put it into action will be a key skill if small business owners are going to keep their ship afloat during the current economic climate.

"Unfortunately, there are millions of business owners throughout the UK who struggle with this element of their business. I think this is typically because they don't have enough time to dedicate to it and they lack the necessary know-how."

The Book also includes 7 Essential 'Marketing Fix-It Lessons'. All you have to do to receive the book for FREE is to enter the reference number 136 or just type Kent on Sunday along with your contact details. After doing so, you'll be able to get instant access to the book straight from the website. If you'd prefer, phone 0844 4480 070 and give your name, address, telephone number and email address and you'll be sent an email giving you immediate access to the book.

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This is the year to be shrewd – or you could be paying a heavy price

IT WAS left to national treasure Robert Peston, the BBC reporter whose strangled tones guided us through the big financial crises of 2008, to highlight the ironies of a year none would have predicted 12 months ago.

At this stage in the credit crunch, he noted, savers and careful investors who usually come out well in a recession, are carrying the can and showing hefty losses – while many bankers, who caused much of the trouble, got themselves refinanced just in time to collect Christmas bonuses.

Great deals

After a turnaround like that, how can we survive 2009, a year billed in advance as one of the grimmest in years?

Here's a New Year medley of tips:

- Always keep within the authorised overdraft limit on your bank account.

The average authorised interest rate is 14.48 per cent, while the average cost of unauthorised debit interest is over 60 per cent more expensive.

- Beware of too many bargains: "You run the risk of buying things you don't need", says Gill Wrigley of Tenon Recovery, "so keep a check on what you spend and keep to your list."

- Slash those mobile phone bills: James Parker, mobiles and broadband manager at

BY JEREMY GATES

Moneysupermarket.com, says great value SIM-only deals will catch on in 2009.

"Asda and Ikea have already entered the market from the High Street and 2009 should see more big names joining the fray", he says.

"With the market for SIM-only becoming ever more competitive, we should see some great deals for consumers."

- Guard against the sack: Emma Walker, head of protection at Moneysupermarket.com, thinks rising job losses will make payment protection insurance (PPI) for loans and mortgages a "major focus for 2009".

- Homebuyers will be "increasingly happy" to switch to Standard Variable Rate (SVR) mortgages at the end of a fix, says Louise Cuming, head of mortgages at Moneysupermarket.com. However, Cuming fears "a flurry of conditions imposed by lenders to prevent borrowers from benefiting from the SVR rate will continue".

- Take trouble to find top savings rates: Kevin Mountford, head of savings at Moneysupermarket.com, says "a couple of new providers will enter the market – good news for consumers as it will help to keep the new breed of super banks on their toes."

"There will be a gap between best and average accounts, so savers must be vigilant."

- Loans will get dearer: Tim Moss, head of loans at Moneysupermarket.com, says rising defaults on repayments, and banks making

less money from PPI will result in higher APRs. He thinks rates could hit 12 per cent, the level of five years ago, after several years in single figures, with only 'prime' customers getting unsecured loans.

- Equity release catches on: Anthony Rafferty at Norwich Union says 2009 will see the start of products sold via major banks and building societies to older homeowners keen to turn bricks and mortar into ready cash.

- Look to save on home and car insurance: Simon Lambie at Confused.com reckons the average saving by the website's customers in 2008 was £186 on home insurance, and £208 on motor cover.

Decent return

- Look to pay down the mortgage with any spare cash: Simon Lambie at Confused.com says a £100,000 borrower on a 25-year repayment loan, with an interest rate of five per cent, saves over £12,200 in interest payments by overpaying by £50 per month. They would also cut the repayment period by three-and-a-half years.

- Don't be afraid to spend: Geoff Tresman, chairman of Punter Southall Financial Management says: "Wherever possible, pay down debt. It could get expensive in 2009."

"If you have the money, I would suggest you spend some of it in 2009 – on electrical equipment, white goods, clothes, available at prices last seen 25 years ago."

- Long-term savers might get a decent return by buying a traded endowment policy,

which the original owner is selling well ahead of maturity. Brian Goldstein, chairman of The Association of Policy Market Makers claims latest figures show these policies returning an average 8.3 per cent a year over 25 years, much better than saving accounts and shares in the current climate.

- Serious savers are likely to find corporate bonds – issued by companies to raise funds – will be the most rewarding asset class in 2009, says investment director Rob Pemberton at wealth manager HFM Columbus.

- Flat owners might try to extend their lease, says Philip Rowland, leasehold specialist at Sussex-based law firm Adams & Remers.

Rowland said: "In a market where selling property is difficult, it makes sense for flat owners to protect their investment by using their statutory rights to extend their lease."

- Pay off more than the minimum on credit card debts, says Simon Lambie at Confused.com. "If customers pay only the minimum – ie, two per cent on a £5,000 balance each month, on an interest rate of 15 per cent, it would take 463 months (over 38 years) to repay the original amount, plus interest of £7,652."

"Pay an extra £50 per month, and the pay-back period falls to 73 months, with interest only £2,009", says Mr Lambie.

No doubt you've noticed a common theme running through these tips: 2009 is the year when you take a keen interest in money and understand exactly where it's going. If not, you could pay a heavy price.

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Word on the street is...



MARKET stall owner **Steve Humble** said: "It's affected everyone. People are definitely cutting back on non-essentials and things are difficult."

"I've had to cut back on other things too. I used to employ two members of staff, and unfortunately I had to let one go."

"We have also had to cut out visiting markets where we have to drive a long way due to petrol costs, and this year I will be taking a one week holiday instead of two weeks."



CANTERBURY street cleaner **Matthew Cole** said: "I'm getting by, but my family are having to budget much more carefully than we were before; everything from food to gas bills."

"And whereas you used to look forward to holidays and nights out and things like that, now we have to be a lot more careful."

"But it's just a question of budgeting better. I'm lucky because I'm in a fairly secure job that is paid weekly."



LORD mayor's chauffer **Laurence Dunderdale** said: "So far it hasn't affected us that badly. Obviously, like everyone else we are keeping an eye on the bills, things like the

We visited Canterbury to find out how all of you are dealing with the credit crunch

utilities and food, but so far we are doing OK.

"I'm semi-retired, but I have two part-time jobs – I'm the Lord Mayor of Canterbury's chauffer and bursar of an alms house charity."

"We're also keeping an eye on our investments, and we've moved a couple to get better rates."



OWNER of Marlowe Florists **John Scanlon** said: "The walk-in sales have dried up completely; the £6 to £10 casual market is dead – those few quid are staying in people's pockets now."

"People are still buying the big bouquets for people's birthdays and things like that, because they have to. If a husband forgets his wife's birthday he's in trouble."

"But if it wasn't for people dying, getting married, or having birthdays I don't know what we'd do."

"I'm selling a quarter of what I'd normally sell from walk-in sales. The business used to be 50-50 between walk in and pre-ordered."

THE Lunatic Fringe manager **Steve Wallace** said: "We are alright, but it's depressing to see other places going under when you're doing

OK yourself."

"We have a good number of regular clients who come in every four to six weeks, and Christmas was busy so now in January and the beginning of February we're getting a lot of people in again."

"People always want their hair cut, especially now spring is coming, and people are thinking about a restyle. We are a ray of light."



JUSTIN Weston, owner of the Secret Café, said: "I'm doing OK. Before Christmas I was really feeling the pinch, so I brought in a new credit crunch menu."

"I did away with the restaurant side of it, and pared it back to only selling things on the specials board – a couple of mains and a couple of choices of soup."

"Now I have a regular stream of customers, but they all come in to eat because it's cheaper. It's more of a café than a coffee shop now."

"In times like these every business needs a strategy and mine was to cut the prices on food."

Essential guide to where you can save

■ **Hazlitt Arts Centre** in Maidstone is offering two for one offer on music nights tickets normally £12 each, now two tickets for £12

■ **H & H Flooring** in Deal is offering an extra 10 per cent off all carpets

■ **Deco 5**, wine bar and gallery in Whitstable is offering 20 per cent off food all day Tuesday, Wednesday and Thursday. Light tapas-style menu

■ **Cox & Son**, furniture and soft furnishings-store in Ramsgate is offering interest-free credit on all carpet orders over £1,000

■ **Angel Nail Studio** in Ramsgate is offering first full set of acrylic nails for £22 and first infill's half price

■ **Avalone Flooring Ltd** in Strood is offering 10 per cent off carpets

■ **Avinco Limited** in Ramsgate is offering 15 per cent off aerial installation

■ **Bourne Road Garage** in Crayford is offering free car mats with all Mazda purchases new and used

■ **Carpets 4 Less** in Ashford is offering 10 per cent off carpets, rugs, vinyls, laminate and wood floors

■ **Clarks Furnishers** in Maidstone is offering bed bargains – buy a 5ft divan set and pay only the sale price of a 4ft 6in

■ **KOS** is offering Snugfit mattress topper from Slumberdown from only £69.99, save up to £40. Various sizes available

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Recipe to beat tough times

Staying in is the new going out, but feeding a crowd can end up costing a packet. Fiona Beckett, author of *The Frugal Cook*, shows how to feed your friends without breaking the bank

BY **LUCY CORRY**

WHEN it's cold and bleak outside, I love having people over for dinner.

They're always grateful to be fed, it's a chance to cook something more exciting than the usual weekday pasta and sauce combo, and it's a good way to return favours or get to know people better.

But unless you're careful, entertaining at home can be a fast-track to economic ruin. Many's the time when a quick bit of accounting has shown that dining in can cost as much as dining out – and you still have to do the dishes and clean up afterwards.

Foodwriter Fiona Beckett has got plenty of ideas on how to be a generous host without resorting to beans on toast for the rest of the month.

Her new book, *The Frugal Cook*, is packed with recipes and ideas to turn simple ingredients into meals with the wow factor.

She says it is possible to skimp without it showing – you just need to be clever.

"Make up for your lack of cash by inviting friends to a meal that sounds fun," she says.

"You could tie it to an event... or focus on a type of food, like a cupcake tea, a jelly and ice-cream party, or a soup supper."

Here Fiona shares two recipes.

Caramelised Cauliflower Soup

Serves 4-6

1 medium to large cauliflower
75g unsalted butter
1/4 tsp curry powder plus a little extra for decoration



150ml semi-skimmed milk
600ml light vegetable stock

Salt, black pepper and lemon juice to taste
Chop the cauliflower. Cut the butter into cubes, put them in a large saucepan and place on a medium to high heat. Add the cauliflower and cook, stirring occasionally until golden brown (about 12-15 minutes).

Stir the in the curry powder and cook for another two to three minutes then add the milk, and bring to the boil, stirring. Reduce the heat, cover the pan and simmer for five minutes.

Add 300ml of the stock, bring to the boil then cook gently until the cauliflower is soft. Remove the pan from the heat, leave to stand for five minutes then tip the contents into a liquidiser and puree until smooth. Return to the pan.

Whizz up the remaining stock in the blender to pick up the last bits of the puree and add to the cauliflower. Stir well and re-heat gently.

Season to taste with lemon juice, salt and black pepper. Serve in small bowls with chives and a light dusting of curry powder.



Empress of Puddings

Serves 4

400ml whole milk
finely grated rind of 1 small unwaxed lemon
15g butter
25g caster sugar
80g fresh breadcrumbs
2 large egg yolks
3tbsp raspberry jam
125g fresh or frozen raspberries or mixed small berries

For the meringue:

2 large egg whites
110g caster sugar

You will need a lightly greased small to medium-sized shallow oven-proof dish about 750ml in capacity.

Pour the milk in a saucepan, add the lemon rind and stir then place over a low heat until the milk is hot. Add the butter and caster sugar and leave a couple of minutes until melted then strain the milk over the breadcrumbs. Stir and leave for 20 minutes.

Meanwhile heat the oven to 160C/325F/Gas 3. Beat the soaked breadcrumbs, then beat in the egg yolks and tip the mixture into the greased pie dish. Place the dish in a roasting tin of water and bake for about 45 minutes until the top is lightly set.

Put the jam in a small saucepan with the frozen fruit, warm through and spread gently over the pudding without breaking the surface.

Whip the egg whites until stiff then whisk in half the sugar until the mixture is thick. Fold in the remaining sugar and spread over pudding.

Put the pudding back in the oven, turn the heat down to 150C/300F/Gas 2, and cook for 15-20 minutes until the meringue is golden brown.

To see this clip, search 'food'
@ yourkenttv.co.uk



We look at how much cheaper, healthier and popular it is becoming to grow our own food and cook at home.

Essential guide to where you can save

■ St Georges Chevrolet in Margate is offering free three years servicing extended AA roadside membership

■ Holiday Inn Express in Ramsgate is offering a room, bed and breakfast and entertainment package for £55 which includes movies, music and internet plus free parking

■ GG Racing in Ashford is offering free memorabilia – buy a share in a racehorse and receive a free mouse mat, coaster, key ring and fridge magnet worth over £10

■ KOS is offering luxury Egyptian cotton 400-count percale bed linen. Save up to 40 per cent off RRP

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Help available to keep the roof over your head

By **STEVE KNIGHT**

HOMEOWNERS and tenants have been assured that help is always at hand if they are struggling to make their monthly mortgage or rental payments.

According to the public services website Directgov, losing a home can usually be avoided if the person living there fully explores the numerous options available to them first.

For example, owners can often negotiate a new payment plan with their mortgage lender, while they and those renting properties should also find out if they are eligible for any housing benefits.

In both cases Directgov advises people to pay as much as they can manage each month, as regular payments at least demonstrate to lenders and landlords that they are committed to overcoming their problems.

For those homeowners who feel there really is no way out, the Government announced last week that it was rolling its mortgage rescue scheme out across the country.

The £200 million programme – which is being managed by the National Housing Federation (NHF) – allows people to take a loan from or sell their homes to housing asso-



DON'T PANIC: Assistance for homeowners

ciations, who will then lease the property back. Residents in Tunbridge Wells, Maidstone, Dartford, Tonbridge and Malling and Shepway were among the first to benefit when

the scheme was piloted in December.

NHF chief executive David Orr said: "The mortgage rescue scheme will save thousands of vulnerable families from the nightmare of having their homes repossessed and give them the long-term stability they need.

"This scheme will also serve to undermine those shadowy companies currently making money out of people's misfortune by buying their properties at substantially less than the going rate – and then only letting them stay on a short-term tenancy basis."

For those people who cannot pay their rent or are worried they may not be able to in the future, the message from Directgov is clear – sort things out as soon as you can.

Tenants are advised to prioritise the debts they need to pay off and, most importantly, to talk through their problems with their landlord.

Landlords usually have the right to evict for rent arrears depending on their tenancy agreement, so it is important they are always kept informed of their tenant's current situation.

A number of groups exist to provide help and advice to people such as struggling homeowners, including the Consumer Credit Counselling Service and Community Legal Advice.

Shelter also gives advice on all types of housing issues, as does the Citizens Advice Bureau.

Essential guide to where you can save

■ Cox & Son furniture store in Ramsgate is offering to upgrade your carpet underlay for free, give super for standard price, and deluxe for super price

■ Avalone Flooring Ltd in Strood is offering 10 per cent off laminates

■ Avinco Limited in Ramsgate is offering a free consultation on digital TV

■ Bourne Road Garage in Crayford is offering a free tank of fuel with all Mazda purchases new and used

■ Clarkes Furnishers in Maidstone is offering £50 off the sale price when you buy any stressless chair and stool

■ Stonecroft Emporium in Broadstairs is offering free glowing bunny ears free when you buy a UV Tutu skirt

■ Lenleys in Canterbury is offering an extra £2 sq m off sale price of any carpet order over 15sq m, which includes underlay. Free fitting for standard rooms

■ Nasons in Canterbury is offering 10 per cent off beds and bedroom furniture

■ Old Sawmills in Ashford is offering 20 per cent off all showroom items

■ PK Commercial Tyres in Ashford and Maidstone is offering £10 off MOTs

■ KOS is offering ultra slim Danish Skagen watches only £69.99 save £20 on the RRP

■ Thorley Tavern's Oak Hotel in Ramsgate is offering 20 per cent off its bar-food menu

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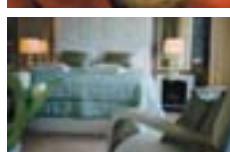
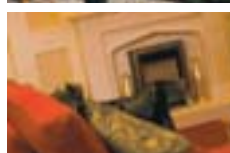
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Making a budget can control your money

By **JENNA PUDELEK**

CREATING an accurate personal budget will help to cut-out needless expenses and save money during these times of economic hardship.

Realistic records of funds coming in and out allow people need to know how much spare cash they have available when speaking to creditors, who can then advise on ways to pay back the money owed back over a period of time.

"Keep a record of everything you spend money on to complete an accurate picture of your monthly expenditure," is the advice issued by the Consumer Credit Counselling Service (CCCS).

The Financial Services Authority (FSA), the national financial watchdog, provides an online budget calculator and the Government has also provided a step-by-step guide to make the process as painless as possible at its Directgov website.

The first step for creating a personal budget is to calculate 'outgoings' by digging out recent bank statements, energy bills, telephone bills, council tax, water rates, insurance and other similar expenses.

Also include anything paid for by standing orders such as mortgage or rent payments.

Estimate the amount spent on everyday items such as food, clothes, petrol, pet food and

newspapers as well as cash forked out for other 'events' like Christmas, birthday presents, going to the dentist and holidays.

Calculate total outgoings for a full year and then divide by 52 or 12 to get a weekly or monthly figure.

Income is worked out through checking payslips to get an accurate figure for wages, plus any benefits such as child tax credit and any rent from lodgers or adult children.

To see this clip, search 'travel' @ yourkenttv.co.uk



One of the biggest family costs is the holiday. We look at how to save money and enjoy what's on your doorstep

Add up the total income for a week or a month and then take away the expenditure.

If there is a 'shortfall' or more money is being spent than is coming in, the Government advises people to "prioritise spending and cut back on commitments you can't afford".

Money can be saved by 'shopping around' to find the best deal on gas, electric and telephone bills, surviving on the bare essentials and dealing with debts immediately.

People have also been advised to find out if they are owed any additional benefits or tax credits and to ensure that everyone in the household who is working is paying their share.

A budget is only an estimate of income and it is important to keep track of money coming in and expenses to keep your plan up-to-date and accurate.

The Government's money experts advise keeping a notebook to hand and writing down everything spent over the course of a couple of months.

Budgets need reviewed regularly in case a new job comes along or there are other changes in circumstance.

Spare money can be kept in savings accounts and the FSA can provide good personal financial advice, the Government added.

For more information visit www.direct.gov.uk, www.moneymadeclar.fsa.gov.uk, www.cccs.co.uk or call the CCCS' hotline on 0800 138 1111.

Essential guide to where you can save

■ County Bed Company in Strood and Tonbridge is offering 10 per cent off any mattress when purchased with a bedstead

■ Lenleys in Canterbury is offering an extra 10 per cent off sale prices of rugs, pictures, mirrors and lighting

■ Nasons in Wincheap, Canterbury, is offering 10 per cent off carpets

■ Oliver Carpets in Ramsgate and Herne Bay is offering 15 per cent off when you spend more than £600

■ Pomphreys Motors in Bapchild and Sittingbourne is offering car rental – book one day and get the second free

■ Robins and Day Motors in Canterbury is offering a free winter health check on production of KOS voucher (normal RRP £19.99)

■ Atlantis Restaurant in Ramsgate is offering 25 per cent off food from the a la carte menu

■ Theatre Royal in Margate is offering Gusset, March 7, 7.30, two tickets for one top price ticket (£12 each)

■ Ideal Home Improvements in Sheerness is offering 10 per cent off advertised rates

■ Kitchen to Table in Rochester is offering £10 off goods with an order value £50

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HANG UP: Save money on your mobile phone

BY STEVE KNIGHT

MOBILE telephones have become an essential part of everyday life over the past decade, albeit a pricey part at that.

Whether on contract or pay-as-you-go, most of us now pay more money to speak to friends and family than at any time in the past.

The average mobile phone bill is £205.20 a year, but industry experts claim that figure could be much lower if users took the time to research the different tariffs available.

Consumer finance journalist Martin Lewis, who in 2003 founded MoneySavingExpert.com, said: "Anyone on a contract mobile phone is holstering a serious money-saving weapon, and that's loyalty."

"When nearing the end of the contract, ask for the very best deal possible – not just on your network, but any out there."

"If the person at the other end won't budge, tell them 'give me a better package or I'll leave' and you'll be put through to the disconnections department, which internally is called 'customer retentions' and has massively more discretion to offer better packages to keep you."

"If they don't give you what you want then

you need to shift networks to a better deal."

There are many other ways to save money on mobile telephones, such as considering whether it is really worth insuring your handset given that you could probably afford to buy a new one when you add up all the monthly charges.

People looking to save money should also cut down on the obvious unnecessary expenses associated with downloading music tracks, ringtones and wallpapers that can sometimes cost up to £3.50 a time.

There are also ways in which you can make money from your mobile telephone, such as recycling one that you no longer use.

The Carphone Warehouse gives up to £20 off a new handset if you trade in your old one.

Persuading a friend to sign up to the same network as you can also earn you a tidy sum. 3Mobile, for instance, gives £30 to both parties if you recommend a friend and they sign a contract.

That figure rises to £45 each if you sign up for mobile broadband.

But perhaps the simplest piece of advice is to consider what it is you really need from your telephone.

If you can live without a satellite navigation system, a powerful camera and other non-call or text-related add-ons, chances are your handset will cost you a lot less.

To see this clip, search 'business'

@ yourkenttv.co.uk



We look at the pros and cons of setting up a small business in 2009 and ask if now is the right time to go it alone

Essential guide to where you can save

■ County Bed Company in Strood and Tonbridge is offering a free memory foam pillow with any memory foam divan or mattress

■ Lindsay's Driver Training in Hythe is offering for you to train to be a driving instructor with £50 off a part 1 study pack

■ Nasons in Canterbury is offering 10 per cent off tiles

■ Pomphreys in Sittingbourne is offering half price MOT with every service

■ The Pavilion in Broadstairs is offering a buy two get one free breakfast from 9.30-11.30am, on Saturday and Sunday

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Crunch can make your will out of date

THE CREDIT crisis has made thousands of wills across Kent out of date and in need of rewriting, experts have warned.

The Law Society, which represents solicitors in England and Wales, said the economic slowdown that has seen home values plummeting and other investment struggling meant that many assets in a person's will had lost their value.

Paul Marsh, president of the society, said: "Those wanting to leave friends and family in a secure position after they pass away might find that what they have left in their will has considerably less value than when their solicitor wrote it."

Tax planning

"With homes losing value, people may need to look again at their wills – especially if they have included tax planning provisions which are no longer appropriate."

"The same goes for shares and other assets. The value of the assets in a person's will might have fallen significantly since it was drafted and so the will may need to be rewritten."

The Government charges inheritance tax on assets left in wills, which is affected by how much is left and to whom.

Mr Marsh said: "It is essential that anyone with a will who has not looked to update it recently goes to their solicitor to review it and, if needs be, change it to reflect their current financial situation."

"A solicitor is best placed to advise on any necessary amendments, as well as provide guidance on tax planning."

"Reducing the tax burden on the assets you wish to leave in your will has an even more relevant benefit for your family and friends in the current economic climate."

"If you do not have a will, now would be a good time to write one or risk leaving friends, families or other intended recipients of your assets with nothing."

If you are feeling the pinch due to the economic downturn, Citizens Advice Bureaus can offer advice on creating and maintaining wills.

Money left to husbands, wives or civil partners count as an 'exempt beneficiary' and there usually won't be any inheritance tax to pay.

Up to £312,000 can be left to anyone tax free and anything above that it is taxable at 40 per cent.

Inheritance tax does not have to be paid on assets or money left to a registered UK charity.

The Law Society urged everyone to ensure their wills were up to date.

And the Solicitors Journal reported last week that the effects of the economic downturn were already being felt at HM Revenue and Customs in Nottingham after the revenue reported receiving a lot of claims for loss on sale of shares.

For more information and advice on writing wills go to www.direct.gov.uk or www.lawsociety.org.uk.



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Triple-whammy drives motorists to think meaner, leaner and greener

IT NORMALLY takes five to seven years to bring a new car to the market, so hard-pressed carmakers deserve credit for so much choice in a market made suddenly harder.

They and their buyers faced a triple-whammy last year: the recognition of global warming, a need to be seen to be greener and now a belt-tightening recession of global proportions.

The Government has also attempted to drive people into smaller and cleaner cars through new road tax bandings ranging from zero to £400/year and set to become tougher.

By 2010, gas guzzling limos or 4x4s face £950 road tax in the first year, although anyone spending £50,000-100,000 on a car is unlikely to be put off by such a paltry sum.

For those who want to reduce their motoring costs and emissions footprint though, 2009 opened with plenty of options.

The headline grabber is Toyota's all-new IQ baby car. Seating three adults and a child within a bodysell barely longer than a two-seat Smart city car is no mean feat by the

By **STEVE LOADER**

world's No1 carmaker. It entailed clever downsizing of traditional components and yet the IQ has looks and equipment to become a cult car.

Talking of which, Fiat has not done so badly with its retro-styled 500 city car – in its junior form it offers affordable road presence as well as great economy.

Most carmakers are also falling over themselves to come up with 'eco-branding' for the most miserly and low-emission versions of top sellers; German car marques have a strange



TOYOTA IQ: Proper car in small package

urge to describe their greenest offerings as 'blue' hence the BlueMotion series from VW and rather less snappily labelled BlueEfficiency models from Mercedes-Benz.

In their usual bid to be different from each other, Vauxhall and Ford have each come up with something similar: the greenest Vauxhalls are ecoFLEX, while Ford counterparts are ECOlogic.

The duo's newest standard bearers are the Vauxhall Insignia ecoFLEX family/company car sector model and Ford's impressive road tax-exempt Fiesta ECOlogic.

Such 'eco-specials' can achieve improved fuel consumption, emissions and road tax bills with a mix of enhanced aerodynamics, revised engine management and gearbox ratios and lower rolling resistance tyres.

However, they don't come cheap, so weigh potential long-term savings against the greater upfront cost – if you don't cover the miles, then conventional alternatives may be a better bet.

Don't ignore petrol models either; the higher price of diesel cars and the fuel at the pumps need to be compared with new and more powerful small petrol models available such as VW's new turbocharged 1.4-litre variants.

On the wider issue of alternative fuels see our Fuel For Thought feature later in this section.



VAUXHALL: Has adopted ecoFlex branding for the greenest versions of its model line-up

Essential guide to where you can save

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■ Lordwood Leisure Centre in Chatham is offering free function hire

■ Pomphreys Motors in Bapchild and Sittingbourne is offering half-price MOT with every service

■ Simply Sofas & Beds in Strood is offering 10 per cent off beds and divans

■ Living Out, Log Cabins in Maidstone offers free installation on all standard range of cabins

■ Aylesford Self Storage in Aylesford is offering a free man and a van for clients renting storage for longer than three months

■ Baileys Nissan in Canterbury is offering 15 per cent off MOTs

■ Dee's Bistro in Sandwich is offering 25 per cent off your bill on Wednesday and Thursday evenings includes drinks and "WOW" during January, February and March 2009. Meal is from the regular menu

■ Home Plus in Ashford/Chatham is offering free bedding set with any bed or mattress

■ FG Barnes in Maidstone is offering free Diamondbrite paint and trim protection with all used cars

■ KOS is offering goose down surround pillows from only £24.99 inc p&p. Save up to £125 on RRP

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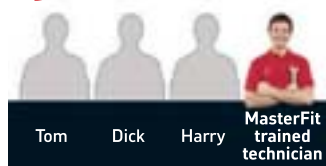
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Smart driving saves money

SWAPPING your car for something more economical, road-tax friendly and cheaper to insure is an obvious way to tighten your motoring belt, but we can all save money with smarter driving.

Try to avoid short journeys for a start; a cold engine can produce 60 per cent more pollution than a warm one and a car that leads a life of short journeys needs more servicing and the engine will wear more quickly.

Traffic on our roads contributes 26 per cent of the UK's total carbon dioxide emissions (CO2) but, having decided your journey must be by car, check these tips from the IAM (Institute of Advanced Motorists) and RAC Foundation motoring watchdogs:

- Plan your route – forethought can save wear and tear on the car and the driver. Try to take the most direct route – a sat nav can help – and go off peak if possible. If you have to commute by car, think about car sharing, 'Park and Ride' schemes or public transport.

- Have your vehicle serviced regularly to maintain efficiency and economy. Under-serviced engines can reduce fuel economy by 10 per cent or more. Catalytic converters are environmentally friendly, but only when properly maintained.

- Check tyres – under-inflated tyres need replacing more often (itself an environmental problem), are dangerous and waste fuel. Anybody who has cycled on 'flabby' tyres knows what extra effort is involved, so check pressures weekly.

- Obey speed limits to save money and keep you on the right side of the law. Try to 'feather' the throttle as you reach cruising speed; 56mph uses 25 per cent less fuel than 70mph and a smoother driving style can bring significant fuel saving.

However, never coast in neutral or with clutch pedal depressed to save fuel; vehicle control must not be compromised.

By **STEVE LOADER**

- Accelerate briskly without racing the engine – pulling away too fast uses up to 60 per cent more fuel. Use the gearbox efficiently as changing gear at modest engine speeds can cut fuel consumption by up to 15 per cent.

- Reduce drag – remove roof racks and carriers when not in use. Driving with windows open also mars aerodynamics and lowers fuel economy. Remove unnecessary and heavy boot luggage and avoid heavy accessories and wide tyres that add rolling resistance. Air conditioning lowers fuel economy so use the fan and vents unassisted as much as possible.

- Buy green fuel and use less. Find out if you can buy low sulphur diesel (City diesel) or cleaner petrol (low sulphur/aromatics) locally. Consider a conversion to LPG (liquid petroleum gas), which is half the price of petrol, generates almost as much power and emits much less CO2.

- Use 'accelerator sense'. Do you go straight from accelerator to the brake? You save fuel if you plan ahead and, rather than have to brake as you hit traffic, gently let the speed of the vehicle bring you to a halt as you join a queue. There is no point in rushing and then having to brake suddenly.

- Reverse in when you park. When you start off again, the engine is cold and inefficient. If you can drive away smoothly without having to reverse, you save fuel and have better visibility.

- Be a tank miser. Why fill the tank to the brim and carry more weight than is necessary?

- If you are stuck in a jam then you are doing zero mpg – turn off the engine after two minutes to save fuel and emissions.

For more eco driving tips see Julie Maddocks' online video report at www.yourkenttv.co.uk/community.



ECONOMY: Review your driving techniques to save money all round (top) and (below) keep on top of tyre pressures to save fuel and wear and tear



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By **STEVE LOADER**

MORE than ever, UK drivers are asked to think about what is cheap-est and best to run their car on.

Diesel has become first choice, accounting for more than half of all new car sales, but can it continue?

Part of diesel's appeal was cheapness, greater mpg and the ability of the engines to deliver low-down pulling power and meet tighter emissions legislation.

However, the fuel now commands an increasing premium against petrol and there are questions about whether the fuel can continue to meet ever-tighter emission laws.

In addition, petrol has fought back with smaller, lighter and cleaner engines with turbocharging and even supercharging for extra flexibility, but there are other power source candidates emerging to save money and the planet:

Hybrid

Toyota is readying the third generation of its ground-breaking Prius hybrid and Honda plans the launch of a new Insight family hatchback priced to attack the likes of the Ford Focus. Both hybrids use petrol engines in tandem with electric units.

But two powerplants and power supplies – fuel tank plus batteries – mean more weight, while complexity of production questions profitability. If you're considering a hybrid you need to be covering many miles to justify extra upfront cost and bear in mind motorway mpg is hardly better than a standard car.

LPG

Liquefied petroleum gas (LPG) looks like an excellent alternative fuel due to lower fuel duty and emissions, cheaper car tax and grants towards the higher cost of buying new or converting older vehicles to run on LPG.

There is also a plentiful UK LPG supply as a spin-off from natural gas and refinery production of other fuels.

Fuel for thought

There are many more LPG filling points across the country too – Kent now has some 40 LPG sites – and Proton recently launched a petrol and LPG version of its GEN-2 family hatchback for the same price as the petrol-only model (£10,765).

LPG costs about half that of petrol and diesel at the pump, emits about 20 per cent less CO2 than petrol and slightly less than diesel and fewer nitrogen oxides and particulates than diesel. However, the calorific value and mpg is slightly lower than for petrol and it will cost at least £1,500 to convert an existing vehicle via an approved LPG Association operator.

Electric

Electric-powered vehicles should be cheap to run, but battery technology is not yet advanced enough to guarantee ranges to satisfy would-be owners. There is the obvious worry too that the car's emissions are being transferred from the exhaust pipe to the chimney of a power station burning fossil fuel.

Biofuels

Biofuels derived partly from vegetable matter appeal since plants absorb CO2 during growth and simply release it again when burned – a virtuous circle. Fuels derived with an element of plant matter divide broadly into biodiesel and the petrol alternative bioethanol, and most road fuels sold in the UK will contain at least five per cent biofuel by next year, anyway. Some specialist vehicles are available that can run on higher 'bio' concentrations, but there is concern that turning over arable land or forest to grow 'biofuel' plants will strain the world's food supplies.

Hydrogen

Use of this abundant gas to power electrically-driven cars – Honda already has an extensive trial running in California – looks like the future. Hydrogen cars are zero emission, but it is proving hard to establish the cost and possible emissions side-effects of producing the hydrogen fuel.



Peugeot's smooth diesel models have done much to persuade UK drivers to switch from petrol and this Peugeot 308 HYbrid 2 concept shows how the French marque is also looking at a diesel-electric combination for the future

Essential guide to where you can save

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ED BYRNE

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IRISHMAN Ed Byrne seems to be an unstoppable force in the world of stand-up comedy.

The likeable funny man has added 60 extra dates to his Different Class tour, after his autumn gigs fully sold out. His show was the fastest selling ticket at last year's Edinburgh Fringe Festival and demand for his comedy has continued to snowball.

Fans will have to move fast if they want to get hold of tickets for his Kent dates. One of his two nights at Tunbridge Wells' Trinity Theatre had already sold out at the time of writing, while the other was selling fast. Tickets for his gigs at other venues will be snapped up before too long, so do not waste time if you want to see this master at work.

The Perrier Award-nominated comic, who used to sport a long ponytail, is a prolific performer and a favourite at the Edinburgh Fringe. In 2007, his Standing Up and Falling Down tour was also a sell-out success, delighting audiences all over the country.

The floppy-haired Irishman, 36, is also a big hit in other countries, having taken the last tour to Australia and New Zealand. He has given acclaimed performances at comedy festivals and clubs in Montreal, Paris, Singapore, Belgium, Australia, New Zealand, Los Angeles, New York and Aspen. American television viewers have embraced his style of comedy – he has been invited to appear on popular talk show Late Night With Conan O'Brien five times.

Byrne's UK television work includes numerous memorable appearances on panel shows such as Mock The Week, 8 Out of 10 Cats, Never Mind The Buzzcocks and



FUNNY: Tickets are selling fast to see Ed Byrne when he comes to Kent during his tour

Have I Got News For You. He has hosted his own series, Ed Byrne's Just For Laughs, on Irish national channel RTE and is the voice of the Carphone Warehouse commercials.

His talents are not restricted to stand-up and voice-overs. Byrne has branched out into acting, both comic and straight, landing key roles in a number of TV shows, films and stage productions. He has appeared in the films RAT, I Could Never Be Your Woman and Are You Ready For Love and played the lead character in Jason Rothwell's Zemanovaload, portraying an obsessive screenwriter.

Byrne won a role in a Father Ted Christmas special, playing a grungy teenager, and appeared as Davina

McCall's flatmate Alex in the ITV sitcom Sam's Game. Fans of the daytime TV series Doctors will have spotted Byrne playing wheeler dealer Mickey Moran. As a stage actor, Byrne played the lead role in a 2004 production of Brian McAvoy's Kings Of The Road.

His recent marriage has provided plenty of material for Different Class, which focuses on Byrne's claim that he is unable to fit in with any class of people.

Ed Byrne will be at Trinity Theatre, Tunbridge Wells, on Friday, February 6; Orchard Theatre, Dartford, on Saturday, February 21, and Central Theatre, Chatham, on Sunday, April 5.

FOR MORE THEATRE AND ENTERTAINMENT VISIT yourkenttv.co.uk

with
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THE BARBER OF SAVILE ROW

Friday, January 30
Theatre Royal Margate

A CLASSIC opera is given a rock'n'roll makeover in a re-imagined version of Rossini's *The Barber of Seville*.

The music in the new version, *The Barber of Savile Row*, has been adapted for a

band by Unexpected Opera, with traditional operative recitative replaced by spoken dialogue.

When the young Marquis of Basingstoke falls in love with Rosie, a girl he spots working in a tailor's shop, he asks his valet to help serenade her. Rosie is under threat of marriage to her much older guardian Bart, who simply wants to take over the tailoring firm he

established with her late father, and she falls for the disguised Marquis.

Their union is at risk when Bart decides to arrange the marriage anyway. But with the help of Figaro – a former servant who is now a hairdresser – and a multitude of disguises, the Marquis endeavours to get his girl.

To book, phone the box office on 0845 1301786 or 01227 787787.

SUPERABUNDANT

Saturday, January 24, to
Sunday, March 22
Turner Contemporary Project Space
and Droit House, Margate

THE power of pattern is celebrated in *Superabundant*, an exhibition that makes a riot of repetition.

Nine artists have embraced the idea of patterns in very different ways to create a sense of joy and delight. Some of these pieces are new or site specific, having been created especially for the Turner Contemporary Project Space.

Using traditional woodblock printing techniques, Richard Woods has transformed the exterior of the Project Space into a strikingly colourful facade, while inside he has created the illusion of three dimensional depth on the floor. Jacqui Poncelet has wrapped internal pillars with complex patterns on paper showing fig-



ures falling through space, while Paul Moss's *Danger Paintings* are created by painstakingly wrapping tape around a frame. Jacob Dahlgren uses mass-produced objects, such as bathroom scales (pictured) to make playful sculptures,

while Wim Delvoye has fashioned pieces of cold meats into an Arabic-style floor.

Lesley Halliwell, Henna Nadeem and Daniel Sturgis have also given their fascinating take on the theme. For details see www.turnercontemporary.org.

CLARE TEAL

Friday, January 23
Marlowe Theatre, Canterbury

GET happy in the company of award-winning jazz singer Clare Teal when she visits Canterbury this week.

The acclaimed vocalist, songwriter and broadcaster is considered by many to be 'the first lady of jazz' and one of Britain's most exciting performers. Fans will hear tracks from Teal's latest album *Get Happy* – recorded in just a few days – which includes familiar favourites such as *Cheek To Cheek*, *Begin The Beguine* and *The Very Thought Of You*, alongside some new, self-penned songs.

Teal's mantelpiece is loaded with industry awards, including BBC Jazz Vocalist of the Year 2006 and British Jazz Vocalist of the Year 2005 and 2007. She is also a popular radio presenter, having



ing deputised for Sarah Kennedy. Previous shows include Clare Teal's Jazz Divas and Al Bowlly – Britain's First Pop Star, a series profiling the 30s singer. Teal currently presents *The Big Band Special* and *Friday Night Is Music Night*.

Teal will be supported by local musicians Tony Coe and David Rees-Williams. The concert starts at 7.30pm and tickets cost £18.50/£16.50. Book online at www.marlowetheatre.com, or phone the box office on 01227 787787.

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There's no question, theatre needs support

TEST your knowledge at a wine and wisdom evening this weekend.

The fund-raiser is in aid of the Sarah Thorne Theatre Club, at the Memorial Theatre in Hilderstone, Broadstairs, at 7.30pm on Saturday. Tickets cost £5, bring your own food, wine and glasses. A licensed bar will be available. For more information call 0845 262 6263 or see www.sarahthorne-theatreclub.co.uk.

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Zambu will be at the Britannia Inn in Fort Hill, Margate, on Saturday. For more details, phone the pub on 01843 223269.

Have your say on the best piece of public art

ART lovers have the chance to nominate their favourite piece for the 2009 Rouse Kent Public Art Award.

A total prize fund of £15,000 is on offer for artists who have created a popular public artwork between April 1, 2007, and March 31, 2009.

For full details see www.rousekentpublicartaward.co.uk. The closing date is March 30.

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Two friends have dreamed of their fairytale wedding since they were ten. Now their weddings have been double-booked and each must go the extra mile to stop her 'best' friend's special day.

Director chooses life for film number seven

■ BY SHEREEN LOW

DANNY Boyle likes a challenge.

That's why the English filmmaker, who has seven films to his name, embraced the chaos of India for his latest movie.

The Bollywood-inspired *Slumdog Millionaire* has already won many awards, including four Golden Globes and is bound for potential Oscar honours.

Shot in Mumbai and starring *Skins* star Dev Patel, the film centres around Jamal Malik, a street kid who finds himself facing the all-important question when he appears on the game show *Who Wants To Be A Millionaire*?

In terms of subject matter, it couldn't be further away from his last film, the space adventure *Sunshine*.

"It certainly felt like a chance to do something so different and there isn't a bigger contrast from outer space than Mumbai," says 52-year-old Danny. "I loved that change because *Sunshine* took too long and it was too isolated an experience making it, you're cut off from people really. It's so meticulous to detail.

"You can't worry about that in India. You have to go with it, you can't control things. Space movies are all about control and directing, but in India, you can't. You'd just waste your budget trying to control anything."

Always eager to adapt, the Lancashire-born director welcomed the challenges and changes working in India brought.

"I loved it. If you go with the right attitude, it's an incredible experience," he says. "It changes you forever. You're just learning the whole time. I find it an extraordinary place.

"All life is there in all its beauty and ugliness. There are such extremes – of wealth, poverty, happiness, sadness, horror, extraordinary redemptive things – and they don't sepa-



ON LOCATION: Danny Boyle went from Space to India

rate them. As a place to drive a story through, it's fantastic. For me directing it, it's amazing – the energy of the place, the potential.

"I'm a complete devotee of it now. I could easily make another film there, I'd love to go back. It has enormous heart, you know."

Danny loved the country so much he decided to incorporate a Bollywood-style dance sequence into the film.

"It was genuine," he says. "If you're there for a lot of time, you just have to dance. It's just natural. It would have been wrong not to do that. It's like making a film about America

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without showing a motorcar."

Despite making numerous films since, Danny is still closely associated with his second movie, *Trainspotting*. The 1996 film became a cult classic and rumours have been circulating ever since about a potential sequel.

He admits he would love to get involved with the project if it ever took off.

The idea is to use the same actors playing the same parts but they've hit middle age, literally," he says. "The problem is they [the original cast] don't look middle-aged yet.

"They look pretty much the same still, and you think, 'how long are they going to stay looking like that?' because at some point, age is going to go 'boof', and when it does, we'll be there waiting for it."

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PROPERTY NEWS

Don't bank on a year of decline

UNCERTAINTY could yet deliver good news to the housing market and not just doom and gloom, one of the UK's top money experts has said.

While the general mood is the housing market will continue to decline over the coming months, chief economist of Britain's largest building society, Nationwide, says we should assume nothing just yet, but wait to see how the economy unfolds.

Fionnuala Earley, has suggested how, despite the recession seen in the final quarter of 2008, the economy may benefit from the built-up demand of first-time buyers who will invest when the markets begin to recover.

She said: "In these turbulent times the uncertainties around all forecasts are greater than usual.

"If the economy goes into a deeper recession we should expect to see a slower recovery in the cycle.

"However, if the economy recovers more swiftly, we may expect a faster turnaround in the housing market.

"Three main factors have been behind the sharp fall in prices: credit conditions, expectations and affordability."

"Conditions remain volatile going into 2009 making it more difficult than usual to arrive at a specific forecast for house prices. In these unsettled times a forecast subject to frequent change could itself add to greater uncertainty."

Policy plans for Brits living abroad

HOLIDAY home insurance specialist Intasure has introduced a new policy for people who have their main homes in Britain but are abroad for much of the year.

The company, which provides policy documents in English and operates a UK-based English-speaking support team, also provides cover for holiday homes across European countries and further afield, such as Thailand and the United Arab Emirates.

The firm says its policies are designed around the needs of property owners and can include locally tailored cover.

The new policy for UK-domiciled holiday home owners is being promoted by insurance company JML, which points out that increasing numbers of British second home owners are retired and can therefore spend long periods away from their main residences.



Trading up offers silver lining in cloudy market

■ BY NICK AMES

THE fall in house prices has brought some good news for people looking to climb up the property ladder.

And it comes as a result of tumbling house prices reducing the gap between one and two-bedroom homes.

One-bedroom houses have fallen in value by eight per cent in a year, while two-bedroom houses have seen almost 12 per cent slashed from their value.

The difference in price between a one and two-bedroom home is now £31,000 on average – that's the lowest in five years. Just 12 months ago it was £41,000.

Now estate agents are hoping more people will chose now to sell their home to first-time buyers and move up, helping free the market and benefit sellers across all price ranges.

With interest rates at their lowest level ever, that additional £30,000 on the mortgage could cost as little as £120 a month extra.

One analyst said for many people it means affordability they may not have realised amid all the economic gloom.

The value of two-bedroom homes had fallen the most, losing 11.92 per cent during 2008, compared with a drop of eight per cent for one-bedroom homes.

Three-bedroom house prices have fallen too, by an average of 11.89 per cent. But it is still cheaper than a year ago to trade up from two to three bedrooms.

It costs £58,436 on average – 12 months ago it was £66,264.

Slowdown

One estate agent said: "These are tough times and house prices have fallen. But if people can afford to sell their house for less, they will be able to buy a better home for less as well."

But when you get into four-bedroom territory it is now more expensive to bridge the average price gap between a three- and four-bedroom house.

The average cost of a four-bedroom home has fallen from £390,343 to £370,276 during the last year, but because the price of three-bedroom homes has fallen faster, the cost of trading up has increased from £141,733 in 2007 to £151,235.

Nicholas Leeming, director of propertyfinder.com, said: "The real catalyst for house price falls has been a lack of mortgage availability, particularly for less credit-worthy borrowers.

"This means the bottom end of the market has been more impacted by the slowdown and prices there have fallen more rapidly.

"People higher up the ladder will naturally find it easier to gain access to finance in order to move, but because of this the price of four-bed properties has only fallen five per cent compared with around 12 per cent for two and three beds, so the financial gap has actually widened."



SIGN OF THE TIMES: But house price falls and low interest rates have brought larger homes within reach

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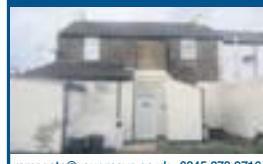


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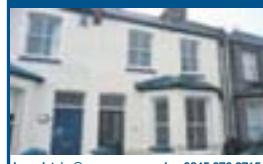


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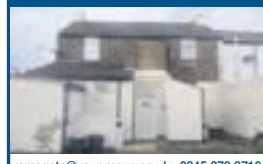


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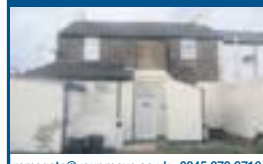


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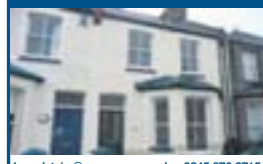


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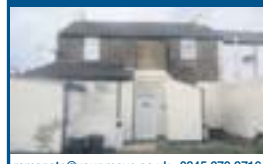


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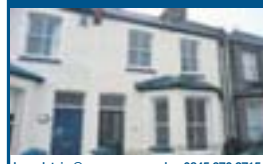


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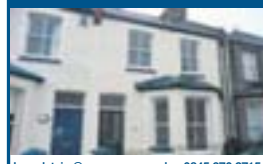


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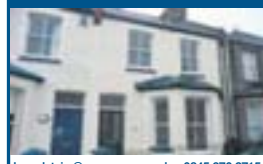


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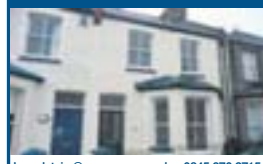


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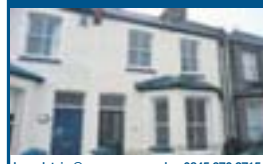


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Single mum, 23, nice and curvy, 5ft6, blonde, blue eyes, likes shopping, cinema and animals, WLTm an honest and trustworthy male, 28-38. Box 446099 **1**

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Hello I'm 35, kind, caring and non-smoking, enjoy cooking, cinema, music, dining in and out, looking for that special someone to enjoy a relationship with. Box 447595 **1**

CLOSE ENCOUNTER

Loving, caring, tactile female, 36, 5'8", blonde hair, blue-eyes, N/S, GSOH, likes cinema, bowling, country pubs, nights in/out, seeks male for friendship and LTR. Box 827619 **1**

FRIENDSHIP, MAYBE MORE

Social, genuine, honest, single mum, 36, 5ft6, I've got hazel eyes and dark hair and enjoy the cinema, meals out. WLTm sincere, attractive, genuine male. Box 446840 **1**

MESSAGE IN A BOTTLE

Good-looking woman, 37, 5ft2, brown hair/eyes, 2 kids. Looking for new friends and hopefully someone special. Box 446039 **1**

ON THE LOOKOUT FOR LOVE

37yr old female, two kids, slim, brown hair and eyes, 5ft2, looking for a caring, loving, honest and trusting male to be my someone special. Box 446552 **1**

TRY ME

Asford-based woman looking for an honest, friendly, caring and loving man. I have 2 kids and enjoy the usual things in life. Box 446985 **1**

SEIZING THE DAY

Loving female, 36, 5ft4, brown hair, green eyes, likes socialising, staying in, seeks genuine male for friendship and more. Box 428668 **1**

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NO TIES

Lonely, bored, professional Tunbridge Wells Asian lady, 40, WLTm slim, single, solvent, professional white male 40-50 for company, fun, love and laughter. Box 443573 **1**

BORN TO MAKE YOU HAPPY

Caring lovely lady, 42, genuine, short brown hair, lacks confidence! seeking loyal, genuine person, someone special to put the spark back into my life. Box 885761 **1**



TOO MUCH TO ASK?

Genuine female, 41, 5'3", brunette, brown eyes, medium build, enjoys meals out, music etc, seeks male, 38-42, for romance. Box 155275 **1**

PASSION FOR YOU

Medium build woman, 41, 5ft2, kind, caring, loving and tactile, GSOH, looking to meet a nice man for a LTR. Box 446890 **1**

YOU'LL SMILE IF YOU DIAL

Bubbly 40yr old female, enjoys beaches, pubs, clubs, WLTm a like-minded, caring male to share fun times with. Box 435102 **1**

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Attractive woman, 41, 5ft6, blonde hair/blue eyes, I'd like to meet a guy for photos to my profile, even change your ad's colour! It makes for a great dating advert that other people are bound to like!

LET'S CLICK

WLTm a nice guy with a similar nature; I'm an outgoing woman, 42, with brown hair and green eyes. Tell me about you! Box 446847 **1**

YOU NEVER KNOW

Kind, loving and caring mum, 43, 5ft5, round but cuddly! Just looking for someone to share my life with... how about you? St. Leonards-on-Sea. Box 446457 **1**

LET'S SEE WHAT HAPPENS

Laid-back single mum, very bubbly, outgoing and intelligent, 43, enjoys social life, drinks, meals, cinema; looking to start afresh with someone new, easygoing and life-loving. Box 446102 **1**

COUNTRY LASS

Searching for love Country-loving happy lady, 42, green eyes, long curly hair, good figure, looking for a genuine guy for a serious relationship and happy moments. Box 883723 **1**

FAST LOVE

Single lady, 43, likes gardening, eating out, cinema, music and more, seeking male for friendship and maybe more. Box 446991 **1**

DEAL OR NO DEAL? (IN DEAL)

Deal-based lady, 43, divorced, brunette, green eyes, 5ft10, likes going out, pubs, clubs, cinema, shopping, walks, loves films and all sports except cricket. Box 430384 **1**

MISS JULIE

Bubbly blonde, 44, stupid and like having a laugh, good company, friendship, would like to meet new friends for hopeful love... Box 888162 **1**

COULD IT BE YOU?

Hi I'm 44, slim, 5ft2, a redhead, love nights out, socialising, looking for friendship initially and hopefully more later on. Box 888900 **1**

BUBBLY

Brunette, 45, 5ft3, blue eyes, size 18, likes socialising and nights in, looking for a nice, honest and caring gent to share good times with. Box 447642 **1**

SOULMATE SOUGHT

African descent female, 45, 5ft6, full figure, radiant, happy, attractive, loves music, theatre, travel, the arts, WLTm gentleman who is cultured, kind, solvent and fun. Box 443998 **1**

HERE WE ARE

Easygoing female, 45, self-employed hairdresser, likes theatre, restaurants, socialising, sofa cuddles, seeking loyal, loving, caring male for good times and more. Box 444672 **1**

MAKE ME LAUGH!

Fun extrovert person, 45, likes cinema, going out, meals, socialising, 5ft7, dark brown hair/eyes, curvy, seeking nice guy to start off as friends with. Box 442905 **1**

EVERLASTING LOVE

Beautiful black female, 46, WLTm a caring, gentle and loving gentleman, 45-60, 5ft10+, pref a bit sporty, for a everlasting relationship. Tunbridge Wells Box 445407 **1**

SINCERITY

I'm Maria, petite, blonde, green eyes, 46, looking for my Mr Right to have fun with and enjoy lasting relationship with. Box 447986 **1**

ARE YOU A GENTLEMAN?

Cuddly blonde, 46, 5ft4, loves rugby, travelling, conversation and the normal things! Seeking similar man to make each other happy. Box 448094 **1**

THE REAL THING

46yr old Princess looking for loving, romantic, faithful, loyal, open-minded knight in shining armour for forever love. Box 883560 **1**

ARE YOU THE ONE FOR ME?

Caring, cute female, 46, petite, likes socialising, dancing, travelling, good food, seeking intelligent, loyal man 42-52 for love and TLC. Seaford. Box 444366 **1**

HELP ME OPEN UP

Easygoing lady, 46, dark brown hair/blue eyes, medium build, likes life, socialising, the seaside, walks, drinks, WLTm male to share a bottle of wine with. Box 446595 **1**

BE MY FRIEND AND LOVER

Bubbly, caring lady, 47, divorced with 2 teenagers, dark hair, medium build, into cooking, driving, love to talk, laugh and have fun, seeking a normal guy. Box 425952 **1**

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Lonely lady, 62, 5ft3, medium build, brown hair/eyes, likes dancing, walks, animal, seeks caring, considerate, outgoing male for friendship leading to LTR. Box 446382 **1**

Women

seeking women

FRIENDSHIP, MAYBE MORE

Curvy bi female, 32, seeks like-minded woman, for friendship, hopefully more. Single mum, work part time. Box 886142 **1**

LOVE TO LOVE

Easygoing female, 40, blue eyes, blonde hair, medium build, likes wine, dining, socialising, holidays, walks cinema; seeking likewise female for companionship and more. Box 446953 **1**

ATTRACTIVE, BUBBLY LADY

52yrs, 5ft6, blonde, size 12 enjoys good food/wine, theatre, countryside, holidays, seeking a sincere, genuine female, for friendship first, possibly relationship. Box 411413 **1**



MEN seeking women

RELATIONSHIP STATUS

Outgoing fun-loving person, 23, brown hair, brown eyes, medium build, 5ft8, likes going out, staying in, pubs, clubs, seeking girl with nice personality for love. Box 444424 **1**

BLUE-EYED BOY

5ft8, blond-haired, blue-eyed, average build guy, 23, likes hanging out with friends, trying new things, meeting new people, seeking similar girl for mutual love. Box 888422 **1**

DO I ATTRACT YOU?

Hi, I'm Alex, 27, from South Africa, love reading, cooking, clubbing, travelling, seeking fun-loving woman, for friendship, leading to more. Box 447840 **1**

GET IN TOUCH

Very romantic and genuine guy, 28, 6ft3, likes quiet nights in, romantic walks cinema, candlelit dinners; seeking female 24-35 for love. Box 448091 **1**

FOR LOVE

Hard-working male, 29, 5ft10, dark hair, brown eyes, medium build, plays harder! likes going/leaving out, walks, pubs, loves life, seeking similar happy, trustworthy lady. Box 447252 **1**

BE MY BABY?

Apparently good looking white male (I), 35, 6ft5, medium-muscular build, dark brown hair/eyes, likes keeping fit, reading, wildlife; seeks similar girl for love. Box 448089 **1**

LAYING THE FOUNDATIONS

Amiable 38yr old builder, down-to-earth, broad-shouldered, slim, athletic, likes restaurants, travel, wine bars, clothes, seeks similar caring confident girl for love. Box 448003 **1**

HOP ON!

Hi, I'm Mark, 6ft, slim/medium build, lots of interests including motorcycles, football, a kind and honest male to share fun times and laughter with. Box 445124 **1**

R U 4 ME?

Down-to-earth, loyal guy, 36, looking for companionship, leading to a long-term relationship. Enjoys meals out, good company, conversation, cosy evenings in. Box 814917 **1**

THE WIND BENEATH YOUR WINGS

Guy of 40, outgoing, fun, tall, told I'm handsome, easygoing, looking to meet a nice, attractive lady to sweep off her feet. Box 883376 **1**

PUT THE SPICE BACK IN!

Family orientated guy, 41, separated, looking to find a lady who wants to be a mum and have a partner back into her life. Box 884085 **1**

SEARCHING FOR LOVE

Genuine single fella, 41, worked hard all my life now need to find love, seeking loving lady to have loads of fun and more with. Box 884098 **1**

BROWSE and listen line:
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Live assistance, 2pm-5.30pm, Mon to Fri | Email: louis@gswave.co.uk (Calls cost 10p/min; contact your service provider for details)

HOLD HANDS

Hi I'm Bill, 48, 5ft7, well built, short brown hair, brown eyes, loyal, loving, caring, looking for a similar lady to cuddle... Box 447902 **1**

PUPPY LOVE

Dogg-loving guy, I'm 47, 5ft8, short hair, green eyes, slim. I love gardening, country walks, sports - football, tennis, DIY, animals. Box 428800 **1**

HONESTY AND OPENNESS

Not bad-looking male, 51, 5ft11, medium build, very short grey hair, loves music, TV, the odd drink, socialising; WLTm friend first and then see. Box 448013 **1**

WHO KNOWS?

Unattached attractive man, 53, average height and shape, brown eyes and dark hair, WLTm unattached lady to share life and laughter with. Box 883649 **1**

MADE FOR LOVE

Easygoing male, 51, 6ft, tactile person, loves music, films, driving, seeks female, to share these good times with. Box 826612 **1**

LOST WITHOUT YOU

Easygoing professional, 56, full working order, GSOH, enjoys outdoor life, travel and romantic nights in, WLTm tactile soulmate to light up my life, for life. Box 445059 **1**

ROUGH DIAMOND

Looking for a sparkling jewel! I'm a loving male, 56 and enjoy gardening, sport, theatre, music. WLTm fun, intelligent, sexy lady. Box 448056 **1**

WHO KNOWS?

Loyal honest guy, 56, 5ft10, slim, short fair hair, enjoys life, motorcycling, seeking humorous lady with genuine nature for love. Box 448072 **1**

TAKING OUR TIME

Homesly gent, 65, 6ft, non-smoker, likes gardening, fishing, antiques, seeks attractive, slim, curvaceous lady 50-65ish for company to pubs, walks, music, etc. Eastbourne. Box 446454 **1**

QUICK-STEPS TO LOVE

Hello I'm 66, 5ft9, affectionate, fit, love dancing (no expert though!), theatre, art, music, seeking fair caring lady with GSOH, perhaps to dance with? Box 440237 **1**

CAN'T WAIT TO MEET YOU

Reliable romantic 70yrs young widower, enjoys eating, drinking, socialising, music, dancing, seeking that special like-minded lady... Box 447973 **1**

Men

seeking men

A DRINK AND A HUG...

I'm 26, 5ft9, brown hair, green eyes, medium build, a happy person who likes having lots of fun, restaurants, pubs, clubbing, WLTm similar loving man. Box 886623 **1**

JOINED IN LOVE?

Good-natured, down-to-earth guy, 46, green eyes, dark hair, slim, enjoys holidays, music, pubs, eating in/out, WLTm male, 35-50, for companionship. Box 441106 **1**

MANLY MAN

Trustworthy, honest guy, 49, stocky, into most things, very romantic, looking for a similar male to spend times with & get close too! Box 883313 **1**

MAN 2 MAN

Mature, bi guy, 50, 6ft, large build, likes nights in, looking for gent, 60+, fem to share life with! Box 892531 **1**

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MOTORS NEWS



French coupé chic

RENAULT dealers have the French marque's new halo model in stock – the sleek and sporty Laguna Coupé.

Gary Obee of Motorline Ashford said: "For what is such a strikingly beautiful and well equipped car, the price tag (from £20,995) is incredibly low and it comes with a host of equipment as standard."

The newcomer offers two versions of Renault's acclaimed 2.0 dCi diesel engine and two petrol engines (2.0 and 3.5 V6) all with six-speed transmission – a 3.0 V6 dCi is also promised soon.



Extra zero appeal

SUZUKI has extended its recession-busting zero per cent finance offer until March 31 and this includes the Swift supermini and new ultra-economical 1.0-litre version of the Splash mini-MPV.

The Japanese brand has also added a cool new option to the lively 1.6-litre Swift Sport – cool white pearl metallic paint – from £11,750.

In addition, there is a new website to stoke consumer interest in the latest Alto budget model due on March 1, with CO2 emissions of only 103 g/km and potential 62 mpg.



Strangled at birth?

PETROLHEAD rumour-mongers will have fun with this gorgeous VW roadster concept unveiled at the Auto Show in Detroit.

The German car giant insists that "Concept BlueSport is a design study with no immediate plans for production", but one wonders whether this decision was made before or after Porsche's recent takeover of the VW Group and its understandable concern about potential damage to Porsche Boxster sales.

The supercar brand already has a 'cuckoo' in the VW corporate nest – Audi's Porsche 911 rival, the R8.



CLASSY: The Fabia's Sport trim adds a few thousand to the price of your car, but it's money well spent when you consider savings in relation to other such cars

Sport's style peps up Fabia

ROAD TEST SKODA FABIA

BY STEVE LOADER

STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

standard Fabia's robust materials, ample stowage and – this time around – much 'sunnier' cabin.

It is all a far cry from the Soviet Bloc Skoda plastic-covered card trim of a few decades ago.

A decent size boot with thoughtful detachable stowage bin and two-position parcel shelf, also exhibits modern Skoda's usual thoughtful design.

There is no special chassis tuning to go with the Sport label – this is, no doubt, reserved for the vRS successor – but the basic Fabia set-up is suited to both staid and spirited driving.

Skoda has managed to pitch the ride quality well for the supermini class, yet the car grips and corners with great style.

I had mixed feelings about the flagship 105bhp 1.9TDI engine in our £13,155 test car though.

It is powerful and frugal – capable of averaging nearly 60mpg – but feels heavy and raucous except during motorway cruising, when its economy is best enjoyed.

Consequently, I think many customers should check out the cheaper 1.2 and 1.6-litre petrol and 1.4 diesel Fabia Sport alternatives.



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BY STEVE LOADER @
yourkenttv.co.uk**

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Retail cash price	£10,035.00
Amount of credit	£7,262.41
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Official fuel consumption in mpg (litres/100km) for the Fabia Range: Urban 27.7 (10.2) - 53.3 (5.3). Extra Urban 47.1 (6.0) - 83.1 (3.4). Combined 37.7 (7.5) - 68.9 (4.1). CO₂ emissions for the Fabia Range 109 - 180 g/km.

*Payable with first payment. **Payable with optional final payment. Further charges may be payable if vehicle is returned. Offers may be varied or withdrawn at any time. Excludes Channel Islands. Indemnities may be required. Available to over 18s for orders before 31st March 2009 (subject to availability) at participating Retailers only. Subject to status. Skoda Finance, Freeport Skoda Finance. †Extra specification refers to the increased standard equipment level over a Fabia 2. Retail Sales only. Free servicing up to 30,000 miles or 3 years (whichever comes first) and available for orders before 31st March 2009 (subject to availability). Skoda UK warranty valid until 60,000 miles or 3 years which comes sooner. 3 years roadside recovery provided by the RAC and includes Europe.

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USED CAR ROUND-UP: OUR PICK FROM A KEY SECTOR

FIAT PANDA



FIAT'S five-door city car shows a space-efficient interior does not have to result in a utilitarian exterior. The compact Italian is also decent to drive, cheap to insure and costs peanuts to run. The Panda of the 80s was also cheap and cheerful, but didn't feature the cutting edge technology of its modern day counterpart. A lively turbodiesel – averaging more than 65mpg – and a rugged little 4x4 option only add to the Panda's powerful attractions.

STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

PEUGEOT 107



PEUGEOT'S smallest model is the best seller of a joint venture three and five-door city car project that also spawned the Toyota Aygo and Citroen C1. All come from the same production line in the Czech Republic and, with minor styling tweaks, are modern, stylish, cheap to run and reliable. Launch prices were not as cheap as expected, but robust new car sales and secondhand values indicate the public is willing to pay to save money and the planet.

STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

MINI D



USED values for the frugal yet lively diesel version of BMW's MINI are steep, but the rewards are worth it; the car drives well, oozes class, will save money and be worth more when you sell. The downside is a relatively cramped interior in comparison with its exterior – the antithesis of its all-British forebear – and rarity when buying. A late 'Mark II' petrol version with BMW's eco-friendly 'Efficient Dynamics' package is a possible alternative though.

STAR QUALITY

Driving appeal	★★★★★
Looks and image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Quality	★★★★★

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07107 CAPTIVA LTSD PWD Silver Met, A/C, Alloys, E/Windows, Parking Sensors	£18995	£2000
0858 EPICALT TO AUTO Silver Met, Climate Cruise, E/Windows, Parking Sensors, Multi CD	£18995	£1000
0808 EPICALT TO Grey Met, A/C, Alloys, E/Windows, C/Locking	£17995	£1000
0858 TACOMA 1.6 SX MPV Grey Met, A/C, E/Windows	£2995	£2000
0857 LACETTI 1.8 SX EST AUTO Denim Met, A/C, Alloys, E/Windows	£8995	£2000
07107 LACETTI 1.8 SX AUTO Silver Met, A/C, Alloys, E/Windows, Multi CD	£7995	£2000
0808 LACETTI 1.8 SX AUTO Silver Met, A/C, Alloys, E/Windows, Multi CD	£8995	£1000
07107 LACETTI 1.8 SX AUTO Silver Met, A/C, Alloys, E/Windows, C/Locking	£8995	£1000
0808 AVEO 1.4 LT SRD Silver Met, A/C, Alloys, E/Windows	£8995	£1000
0858 AVEO 1.4 LT SRD Black Met, A/C, E/Windows, C/Locking	£7995	£1000
0808 AVEO 1.4 LT SRD Black Met, A/C, E/Windows	£8995	£1000
07107 KALOS 1.4 SX SRD Silver Met, A/C, Alloys, E/Windows, C/Locking	£8995	£1000
0858 AVEO 1.4 LT SRD Silver Met, A/C, Alloys, E/Windows	£8995	£1000
07107 MATIZ 1.6 SRD Estate of Glass, A/C, PAS, E/Windows	£4995	£495
0858 MATIZ SE AUTO Yellow, Alloys, PAS, Electric Pack	£2995	NIL
0555 LACETTI 1.6 SX AUTO Blue, Air Con, Alloys	£2995	£1000

USED VOLKSWAGEN

USED OTHER MAKES		OUR PRICE	CASH BACK
0707	FORD 5-MAX LX TDI 5DR 7 SEAT Red Met, A/C, E/Windows	£18995	£1000
0404	FORD GALAXY ZETEC TDI 7 SEAT Silver Met, A/C, Cruise, E/Windows, Parking Sensors, Multi CD, Alloy	£10995	£1000

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0555 RENAULT MEGANE 1.6 CABRIO DYNAMIQUE Gold, Air Con, Panoramic Roof, Alloys, Electric Roof	£8995	£1000
07107 VAUXHALL ASTRA SRD LIFE CDT SRD Silver Met, A/C, E/Windows	£7995	£1000
0606 PEUGEOT 307 1.6 S Grey, A/C, E/Windows, C/Locking, Alloys	£5995	£1000
0555 HYUNDAI COUPE 1.6 SE Red, Half Leather, A/C, PAS, E/Windows, Alloys, C/Locking	£8995	£295
0857 PEUGEOT 206 SRD LOOK 1.4 Blue Met, A/C, PAS, E/Windows	£6995	£300
07107 VAUXHALL CORSA 1.2 LURE A/C SRD Silver, Electric Windows, Central Locking	£6995	£395
0454 MAZDA 3 SRD TS AUTO Blue Met, A/C, PAS, E/Windows, C/Locking	£5995	£300
0555 CITROEN C4 1.6 SX SRD AUTO Green Met, A/C, Alloys, E/Windows, C/Locking	£5995	£300
0555 RENAULT SCENIC DYNAMIQUE 1.6 AUTO Black Met, A/C, Alloys, E/Windows, C/Locking	£5995	£300
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Closing date: Friday 30 January 2009.

Interview date: Wednesday 18 February 2009 (To be held in Maidstone).

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If you would like to discuss this post further, please contact Sue Hamilton, Service Manager KCA Thanet on 01843 298355 ex. 217 or Christine Gordon Admin Lead on 01795 590795 ex. 2.

Closing date: Friday 23 January 2009.

Interview date: Thursday 5 February 2009 (TBC).

Application forms and job descriptions can be downloaded from <http://www.kca.org.uk/pages/vacancies.html> or email recruitment@kca.org.uk

Alternatively, you can write to KCA (UK), Dan House, 44 East Street, Faversham, Kent ME13 8AT or call 01795 590635.

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Kent Downs and Marshes has secured £2.25 million from LEADER, a European Community Initiative to support sustainable rural development.

Programme Manager - LEADER

£35,370 - £40,705
Maidstone

Fixed-term contract until the end of June 2013

Managing the successful implementation of the programme including overseeing the Local Development Strategy and managing budgets with accountability for public funding, a key part of your role will be building links with other rural regeneration programmes and liaising with local organisations.

Your background could be in rural development or programme management, but you have a good understanding of relevant legislative frameworks. Used to operating across organisational boundaries and within multi-agency partnerships, you will have strong financial skills and experience of working with external funders. As relationship-building will be vital, exemplary interpersonal and communication skills are expected. Ref: ER/08/0155

Project Officer - LEADER

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Using your experience of community or project development, you will help to deliver this funding to local agriculture, forestry and rural communities.

You will work with individuals, businesses, community groups and other organisations to develop ideas into well-constructed projects that address issues in the Local Development Strategy. Along with appraising projects for funding, you will also facilitate networking and skills acquisition to help deliver them.

You'll need a good knowledge of the land-based sector or rural development issues, coupled with outstanding interpersonal and communication skills and an excellent understanding of project development and partnership working. Ref: ER/08/0157

To apply, visit www.kent.gov.uk/jobs Alternatively, please email recruitment.line@kent.gov.uk or call 0845 8247 904. Please quote relevant reference number.

Closing date for both posts: 23 January 2009.

Interviews will take place on the 11th February for the Programme Manager, and 12th February for the Project Officer.

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Please contact Sharon or Leon for further details.

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or email meridiandc@aol.com

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**Male or Female Support and
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Interested candidates should apply in writing enclosing a recent C.V or for further information contact Christine or Lisa Tel: 01795 841220

Hill Farm, 15 Keycol Hill, Sittingbourne Kent ME9 8LZ
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Residential Support Workers – Child Care

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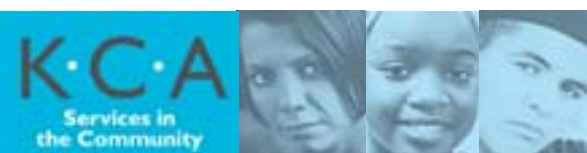
WE are an established and developing therapeutic Residential Children's Home in East Kent.

WE are looking for colleagues who can grow and learn with us to provide exceptional quality care for children and young people.

YOU want to be a committed Residential Social Care Professional able to deal constructively with challenges set by children and young people between the ages of 8 - 18 in a care home setting.

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CONTACT Manager Lyn Gibbs on 01227 369089
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E-mail Oliver.blake2@your-move.co.uk

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Please write to:
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enclosing your CV and salary details,
or telephone
0845 061 5050



HMYOI ROCHESTER & COOKHAM WOOD,
HMP BLANTYRE HOUSE & EAST SUTTON PARK >

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GRADE 2 PLUMBER

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HMYOI Rochester is a closed Young Offender Institution, housing approximately 360 18-20 year olds serving sentences of up to four years. It is situated next to HMP Cookham Wood on the outskirts of Rochester. HMYOI Rochester implemented an additional 300 bed temporary custodial facility from Summer 2008 making it one of the largest sentenced Young Offenders Institutions in the UK.

HMYOI Cookham Wood near Rochester has become a Male Juvenile Centre, accommodating 15-17 year olds, commissioned by the Youth Justice Board.

You will be required to work in Rochester and Cookham Wood and will be subject to CRB enhanced clearance.

GRADE 3 PLUMBER

£19,851 RISING TO £21,074 PER ANNUM

**THE WEALD OF KENT RESETTLEMENT
HMP BLANTYRE HOUSE & EAST SUTTON PARK**

HMP Blantyre House is a semi open resettlement Prison with approximately 120 male prisoners. The Prison is situated in a rural location near Goudhurst.

HMP East Sutton Park first opened as a borstal in 1946. The prison is a Grade 2 listed country mansion house overlooking the Weald of Kent and is used to hold both adult and young offender women in open conditions.

You will be required to work in both Blantyre House and East Sutton Park.

For both positions, you will have gained a recognised apprenticeship and City & Guilds ordinary certificate or equivalent qualification and have proven relevant experience. A City & Guilds advanced certificate or equivalent qualifications, Corgi, Water Supply Regulations course and Water Treatments course would be desirable. You'll work 39 hours per week excluding meal breaks and be expected to work weekends on a rostered shift pattern.

In return, you'll receive 25 days' annual leave plus 10.5 public and privilege holidays per annum and entry into the Civil Service Pension by invitation.

**To apply for these posts please email kent-sussex-area-recruitment@hmps.gsi.gov.uk
Applicants will require an email address in order for applications to be sent to them.**

The closing date for receipt of completed applications is 8 February 2009.

For further information about vacancies within HM Prison Service and about our Prison Establishments please visit www.hmprisonservice.gov.uk

Applicants will be required to declare whether they are a member of a group or organisation, which the Prison Service considers to be racist.

Part-time working or job sharing will be considered.

The Prison Service is an equal opportunities employer. We welcome applications from candidates regardless of ethnic origin, religious belief, gender, age (subject to being within the normal retirement age for the grade), sexual orientation, disability or any other irrelevant factor.



Career Opportunities



.....
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Canterbury College is a Further and Higher Education College in the heart of Kent. Our goal is to be one of the best FE Colleges in England by 2010. We have 9,000 students across 300 courses and enjoy an enviable reputation as a great place to learn. Our brand new £50M Campus is also home to nearly 800 staff and we have some great career opportunities which may be right for you.

Director of Quality & Innovation

09/01

37 hrs per week, salary range £56,478 to £62,408 per annum

Acting Section Manager NVQs and Professional Studies, Dental, Nursing, Social Care and Counselling

09/02

37 hrs per week, salary starting £33,858 per annum. Fixed Term post ending 31 July 09

Lecturer Animal Care and Land Based

07/87

37 hrs per week salary range £18,387 – £26,363 per annum. Fixed term post ending 13 July 09

Supply Lecturers Higher Education are required in the following areas

Various hours available, salary range £18,387 – £26,363 pro rata per annum

HE Tourism Management

S/HE/TOR

Counselling (must hold relevant recognised qualification)

S/HE/COU

Early Years (to teach on Foundations Degrees)

S/HE/EY

Supply Lecturers are required in the following areas

Various hours available, salary range £18,387 – £26,363 pro rata per annum

Animal Care

S/AC

Veterinary Nursing

S/VET

Supply/Flexibank

S/HSC

Various hours available, salary range £18,387 – £26,363 pro rata per annum

Midwife (ENB 997)

Registered Nurse (ENB 998)

Mental Health Nurse (ENB 998)

To teach on Maternity Care, Mental Health and Health & Social Care courses.

Supply Lecturers (Teachers/Trainers) are required in the following areas

S/HSC

Various hours available, salary range £18,387 – £26,363 pro rata per annum

Level 2 & 3 Counselling

Registered Dental Nurse

First Aid Trainer

Information, Advice and Guidance

Citizenship

PE/Sport Trainer

Infant School/Early Years

Advanced Practitioner

02/128

37 hrs per week, salary starting £33,858 per annum

HR Workforce Information Officer

09/03

37 hrs per week, salary starting £16,914 per annum.

Placement Officer

08/127

37 hrs per week, salary starting from £24,408 per annum

Service Desk Technician Level 2

SDT2

37 hrs per week, salary starting £16,914 per annum

Trainer Demonstrator Animal Care

TD13

18.5 hrs per week, salary starting £18,963 pro rata per annum

Resource Assistant Animal Care & Land Based

06/08

18.5 hrs per week, salary starting from £15,085 pro rata per annum

Learning Support Business

02/17

37 hrs per week, 40 weeks term time. Salary starting £16,914 pro rata per annum.

Teacher Education Administrator

08/124

18.5 hrs per week, salary starting £15,085 pro rata per annum

Supply Curriculum Support Assistant within the Faculty of Health, Public Service, Early Years

S/CSA

Various hours available, salary starting from £18,963 pro rata per annum

Supply Learning Support within Health, Public Services & Early Years

S/LS

Various hours available, salary starting at £16,914 pro rata per annum

Supply Administrator with Health, Public Services & Early Years

S/Admin

Various hours available, salary starting at £15,085 pro rata per annum

.....
**For an information pack please visit www.canterburycollege.ac.uk or
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The closing date for the above posts is Monday 02 February 2009 at 12 noon



CLICK
www.canterburycollege.ac.uk/job-vacancies



CALL
01227 811282 (24 hr answerphone)



TERMS AND CONDITIONS

KOS MEDIA (PUBLISHING) LTD
TERMS AND CONDITIONS

- Advertisements will be accepted only on the express condition that the advertiser warrants that the advertisement does not in any way contravene any existing legislation and in particular the Trade and Description Act 1968 and the Consumer Credit Act 1974.
- It is the responsibility of all advertisers to ensure that all advertising meets all forms of government legislation and KOS Media (Publishing) Ltd (the "media owner") takes no responsibility for liability in errors and omissions to the content of our media.
- All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.
- All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.
- Any unsuitable material appearing on any website belonging to KOS Media (Publishing) Ltd by the advertiser or any associated third party will be removed or refused. All passwords and security supplied to the advertiser by KOS Media (Publishing) Ltd in relation to the use of the posting of material via the media owner's online administration tool will be the responsibility of the advertiser. The advertiser indemnifies KOS Media (Publishing) Ltd against any damages as a result of misuse of these privileges by either the advertiser or any third party given password privileges by the advertiser.
- KOS Media (Publishing) Ltd reserves the right to change passwords intermittently to ensure the overall and ongoing security of its websites within the public domain.
- Copyright and licenses for voice-over/music/photography or film for advertising promotions or otherwise within the various forms of media in print, online and moving film owned by KOS Media (Publishing) Ltd must have been sought, verified or paid for by the advertiser where applicable. Approval or permissions must have been given by any potential beneficial owner voice-over or music. The advertiser must be able to verify any statements or claims (promotional or otherwise) in relation to their products/services promoted within any of the media offerings belonging to KOS Media (Publishing) Ltd.
- Where shrinkage of an advertisement occurs for whatever reason, the advertisement will be charged to the nearest full centimetre where it relates to the media owner's printed publications. This will NOT apply to full-page advertisements, which remain charged in full even after shrinkage.
- KOS Media (Publishing) Ltd reserves the right to omit or refuse any advertisement/commercial/web content without notice or explanation. In these terms, the word "advertiser" shall be construed to include any person or organisation placing an advertisement on behalf of another.
- A guarantee of insertion cannot be given and the media owners shall not be liable for any loss or damage caused by any error inaccuracy within your marketing content. In no case shall the total liability of the media owner for any error or omission exceed the price charged by the media owners for that advertising.
- No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding replies to Box numbers, however caused, nor for the loss or damage to any artwork supplied.
- Claims for any error or inaccuracy in your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of publishing.
- KOS Media (Publishing) Ltd accepts no responsibility for any errors or omissions made on their websites by the advertiser.
- KOS Media (Publishing) Ltd has the right to cancel the advertiser's annual membership without notice should the advertiser deliberately publish out of date material or content on any of the media owner's online digital platforms. KOS Media (Publishing) Ltd will seek to recover, in full, all outstanding invoices in relation to the signed annual membership as a result of the advertiser's negligence in this regard and reserves the right to claim damages for any potential vexatious action via the advertiser.
- Advertisers are requested to check their advertisements after the first insertion. The media owner will not be responsible for any errors on subsequent insertions, which have not been advised to them in writing.
- A minimum of one month's notice must be given in writing for any cancellation of the signed annual advertiser's agreement. Upon cancellation, all discounts from KOS Media's standard effective media advertising rate card (July 2008-June 2009) will be recalculated and adjusted accordingly in line with KOS Media's standard media rate card (effective July 2008-June 2009) and will reflect the revised length of commitment denoted by the advertiser's written cancellation. Any surcharges, refunds or costs in relation to the production of the advertiser's TV commercial for the commitment set out within the advertiser's agreement will be met in full by the advertiser as per KOS Media's standard media advertising rate card (July 2008-June 2009). Discounts will be reapplied and any refunds or surcharges will be paid by either party within 30 days of the advertiser's written cancellation. Any other advertising placed must give a minimum of seven days' written notice and any discounts given for series bookings will be forfeited by the advertiser upon cancellation.
- Seasonal contracts, Your Professional classified advertisements or any uplift advertising within the annual contract with the advertiser will be invoiced in full - at rate card - on receipt of any written cancellation of this contract within the 12-months.
- All uplift advertisements must be booked in at least three months in advance of publication and will be subject to availability. All dates booked will be on a first-come, first-served basis.
- The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd within the advertiser's agreement, (Platinum, Gold, Silver standard of commercial). Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard published hourly rate should the advertiser still wish to use KOS Media (Publishing) Ltd's production services to complete its TV commercial or photographic imagery included in the advertiser's agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-overs or non-copyright free music it is the responsibility of the advertiser to pay the PRS rights should they be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the advertiser to replace the TV commercial with pictures or stills from a choice of photography supplied by the media owner until the advertiser can supply a TV commercial produced at their own cost and risk outside of this agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.
- Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze, etc) other than they will be ranked based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).
- Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.
- a. All credit accounts due for payment shall be notified to the Advertiser by the 10th day following the date of the invoice, time to be of the essence. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstances.
b. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any surcharges for breaching the contract.
c. In the event that payment is not received by KOS Media (Publishing) Ltd by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.
d. Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd (for whatever reason), the whole amount of monies due from the Advertiser to the date of cessation shall fall due for immediate payment.
e. The Advertiser will be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.
f. Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.
- Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of failure by the Advertiser to complete the contract or to meet the above credit terms.
- Advertising Agency commission will be allowed to those advertisers recognised by the Newspaper Society, but shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms.
- All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.
- The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owners or any of the companies within the KOS Media Group as the result of legal action or threatened legal action or threatened legal arising from the publication of any advertisement or advertising promotion.
- An order for an advertisement shall amount to acceptance of these terms and conditions, and any condition placed on an order by an Advertiser shall be null and void in so far as it conflicts with them.
- Copyright in advertisements produced wholly or partially by the media owners belong to KOS Media (Publishing) Ltd. Advertisers may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

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Salary depending on experience, post to commence as soon as possible

Closing date: 13 February 2009

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We are looking for a highly motivated person with a drive to get things done. Excellent project management and communication skills are important as you will need to bring together many different people across our organisation and community to effectively make improvements.

You need to be an equalities expert with a strong commitment to community cohesion and equality, be willing and able to stay informed and be aware of best practice in this field.

In addition to salary, we can offer you a generous annual leave allowance, paid bank holidays, Local Government final salary pension scheme and flexi time working for most posts.

If you would like to discuss this post further, please contact Peter Speakman on 01795 417251 or e-mail peterspeakman@swale.gov.uk

For further information contact Human Resources, Swale Borough Council, Swale House, East Street, Sittingbourne, Kent ME10 3HT. Telephone (01795) 417414 (24 hour voice mail) quoting ref: 206ED4.

E-Mail: hr@swale.gov.uk Website: http://jobs.swale.gov.uk

Closing date: 12 February 2009

Interviews: 27 February 2009



Hartsdown Technology College

George V Avenue, Margate, Kent CT9 5RE
Telephone: 01843 227957 Fax: 01843 578002



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For further details an application form, please contact Danielle Skinner or e-mail: danielle@hartsdown.kent.sch.uk. Closing date: **2nd February 09**. Informal visits welcome.

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This is a unique opportunity to take real ownership for an ambitious project to influence sustainable design and its integration into business planning, products and services. It requires a highly motivated self starter; determined to develop effective and productive partnerships with value beyond the confines of the project and create real worth for participants.

To be successful in this post you will be need to be detail orientated, highly organised, a strong influencer and passionate about the environment. With a strong commercial background you will ideally also have a track record managing complex projects and bringing new products/services to the market place.

The package will include a car allowance and pension contribution.

The company is an equal opportunities employer and all applications will be given equal consideration regardless of age, disability, ethnic or national origin, gender, race, religion or sexual orientation.

Interested? Please send your CV plus covering letter of application to Jane Loder at jane.loder@businesslinkuk.co.uk by 30 January 2009.



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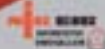
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Proud to set standards on international stage

EDWARDS Harvey, a PR and marketing consultancy with clients across Kent, has achieved internationally recognised quality management and customer service standards for the fourth consecutive year.

The consultancy, which is celebrating its 30th anniversary, has been awarded ISO 9001:2000 accreditation for both quality management systems and customer satisfaction.

The Maidstone-based company has also been re-accredited to the OHSAS:18001 standard for health and safety management.

Managing director Pip Clarkson said: "We're proud of this achievement. By having systems and processes that meet international standards, Edwards Harvey is demonstrating its professionalism."

"We believe in doing things properly and our accreditation is the result of the hard work and dedication of our staff."

The firm is regularly listed in PR Week magazine's best-performing top 150 consultancies in the UK.

FSB backs blueprint to provide jobs bonanza

FEDERATION of Small Businesses Kent and Medway chairman Roger House has backed the organisation's blueprint for tackling rising unemployment with a plan it reckons could create 400,000 jobs.

The FSB's five-point plan identifies promoting part-time working; investing in apprenticeships; simplifying legislation; giving small businesses more opportunities to bid for public contracts; and cutting payroll taxes as the key to unlocking the challenge of unemployment.

Mr House said: "The plan is going to be crucial in creating and retaining jobs during what is going to be a challenging year."

"We are calling for the Government to help small businesses to continue to invest in recruitment and training so they can grow stronger and more competitive, creating quality jobs and doing their bit to pull the UK out of recession as quickly as possible."

The FSB has 7,000 members in Kent.

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Ideas fuelling the Kent Innovation Challenge 2009. Search 'innovation'.

Rule changes should provide the extra will-power you need

■ BY TONY PATEY

WHERE there's a will, there won't be any problems. So says Kent lawyer Nicola Rostron, who warns that if you're not bothered about making a legal will to cover your worldly goods, think again.

New rules coming into force on February 1 could have damaging effects on the loved ones who survive you, she says.

Ms Rostron, an associate and senior solicitor at Furley Page, which has offices in Canterbury, Chatham and Whitstable, said: "The financial hardship, not to mention fractured family relationships, that can result from the absence of a proper will should persuade people once and for all against dying intestate."

"They need to be aware of what happens to their estate on their death, particularly to some of their assets such as jointly-owned assets; pension pots and life assurance policies which may not necessarily pass as part of the estate and could need particular attention when drafting a will."

When someone dies without leaving a legal will their estate is distributed according to strict statutory rules.

Statutory legacies are paid to surviving spouses or civil partners, the amount received dependent on whether or not the deceased is survived by children, or their children; by parents; or by brothers and sisters, or their children.



DEADLY SERIOUS: Not having a legal will as new rules come into force is folly, says lawyer Nicola Rostron

From February 1 statutory legacies will increase as follows:

- Where the deceased is survived by a spouse/civil partner and children, the level is doubled – from £125,000 to £250,000.
- Where the deceased is survived by a spouse/civil partner and parents or siblings

but no children, the level is increased from £200,000 to £450,000.

If the value of the deceased's estate falls below these levels, it passes entirely to a surviving spouse/civil partner, but if it exceeds the new limits, the rules are as follows.

Where the deceased is survived by a spouse/civil partner and children:

- The surviving spouse/civil partner takes the personal chattels and the first £250,000 together with a life interest in half the remainder.
- The other half of the remainder passes to the children of the deceased equally (and is paid to them when they reach 18.)

The half held on life interest for the surviving spouse/civil partner is also divided equally between the children when the survivor later dies.

Where the deceased is survived by a spouse/civil partner and no children but parents or siblings:

- The surviving spouse/civil partner takes the personal chattels and the first £450,000 and half the remainder.
- The other half of the remainder passes to the parents of the deceased equally or, if they have died, to the siblings of the deceased (or their children) equally.

Where the deceased is survived by a spouse/civil partner and no children, parents or siblings the surviving spouse takes everything.

- Where only the children survive, they take everything equally but where there's no surviving spouse/civil partner or children there's a strict list of surviving relatives. In the event that no relatives are found, the entire estate passes to the Crown.



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TOO GOOD: Ville (in red) were swept aside by Langley

Ville no match for all-conquering Langley

CLIFTONVILLE'S players must have been cursing the fixture list when they saw they were down to play league leaders Langley Park in the first game after the winter break.

Langley Park have won every game this season and made light work of the Thanet side at the weekend.

An early journey to south London didn't seem to faze Ville as they started off the first ten minutes at a good pace and were equal to Langley Park. The breakthrough came from a well-worked short corner routine from the home side that finished with a drag flick. Ville refused to let their heads drop and

HOCKEY

Langley Park 11 Cliftonville 0

tried to make it an equal contest but at half-time Park were already 5-0 up and Ville were staring down the barrel.

Engaging a more aggressive formation, Ville took the game to Langley in the second period but two early goals really took the wind out of their sails.

Skipper Dave Potter took a green card for the team's poor behaviour, and was told to

get his team in order. Two minutes later, skipper Potter was given a yellow for the team's continuous backchat.

Further yellow cards for Stu Ballard, James Provins, Matt Westby and Adam Sidders meant it was always going to be an uphill struggle. To make matters worse, Sidders was given a red card while in the sin bin for something said to the umpire.

Potter said: "We always knew this was going to be a hard game. They showed why they have won every game this season and are worthy champions-elect. We were by no means poor, we just came up against a well drilled unit."

Keeper's chance to shine at Southwood

GOALKEEPER Jamie Turner has been rewarded for his good form at Ramsgate with a full-time contract.

The stopper arrived at Southwood on loan from Blue Square South side Welling United towards the end of last year and has impressed Rams fans with his displays in goal.

More importantly, he has impressed manager Jim Ward, who signed the goalkeeper on a permanent basis that will keep him at the club until the end of the 2009/10 season.

On-loan defender Tom Wynter has extended his deal with Ramsgate. The Gillingham left-back will remain with the Rams for another month.

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Yourkenttv goes behind the scenes at Lydden Hill for all the latest news

Ashes hero offers top-class coaching

BUDDING wicketkeepers have the chance to improve their game with the help of Kent and England star Geraint Jones and county coach Simon Willis.

The Kent duo are staging specialist wicket-keeping skills courses during the February half-term break.

The club are giving boys, girls and adults the opportunity to train with coaches dedicated to improving techniques and skills.

Jones said: "We'll give every opportunity for those willing to work hard and push past their potential."

For details contact Roz Franklin, 01227 456886 or ross.franklin.kent@ecb.co.uk.

PLEASE SEND YOUR SPORTS STORIES TO SPORTS EDITOR GLENN PEARSON AT glenn.pearson@kosmedia.co.uk



MISS: Jay May (left) missed an injury-time penalty which would have given Ramsgate victory on a frustrating day for Jim Ward's (right) men which saw them have two goals disallowed



Picture: IOR KUPCO

Penalty miss sees points go begging for the Rams

FOOTBALL

■ BY KEVIN BARHAM

Ramsgate 2

Brown 4, Royston 76

Wealdstone 2

Haule 30, 38

tipped over the bar by Jamie Turner and his second shot went just wide of the post.

Wealdstone did level the score on the half hour mark as the ball fell to Davis Haule on the edge of the area and seeing Turner off his line, he chipped it over the Rams stopper and into the net.

Eight minutes later and the Stones took the lead. A corner found Haule on the penalty spot and he turned and shot low into the net.

Ramsgate pushed hard in the second half and the equaliser came in the 76th minute. A long throw from Simon Pettit was headed on by May and Ryan Royston hit it sweetly from the edge of the area into the top corner.

Ramsgate starting XI



Subs used: Minshull (Schulz 70), Ball (Tsangarides 70), Hadden (Laslett 73)

The controversy came in the final minute when a cross was met by Royston's head which hit the back of the net, the Rams players started celebrating, only for the referee to point for a foul.

The game didn't end there as in the first minute of injury time the Rams were awarded a penalty.

Up stepped May, who has been in good form for Jim Ward's side, but his effort lacked accuracy and was well saved by Thomas.

The home side were left to ponder what might have been as a win would have put Ward's team level on points with 14th-placed Horsham.

Goal-shy Margate slump to a fourth defeat on the spin

FOOTBALL

BY YOURTHANET REPORTER

AFC Hornchurch 3

Wall 4, 60, Lee 75

Margate 0

MARGATE'S goal drought was extended to four games as they were punished for missing chances by a robust AFC Hornchurch on Saturday.

A fourth successive defeat left the Blues second from bottom in the Ryman Premier, four points from safety after playing as many as four games more than their rivals.

Gate boss Terry Yorath kept faith with the starting line-up who performed well in the 2-0 defeat at Sutton United four days earlier.

Kieran Morris and Roberto Corbishley played on the flanks, while Liam Harwood made what could possibly have been his last start in his loan spell from Bristol Rovers.

The visitors' frail confidence took a battering after just four minutes. Ross Wall picked up the ball 20-yards out and was allowed to cut on to his left foot and fire the ball low past Pat Mullin to put the Urchins in front.

Gate had their moments in the first half.



Picture: IAN KIRK

Margate starting XI



Subs used: Stubbs (Ohakam 46), Takaloo (Gregory 65), Cliff (Corbishley 71)

saved on his line to spare his team-mate's blushes.

Corbishley had a header cleared off the line and Nathan Bailey was denied his first goal for the club by another smart intervention from Brightly.

After a flurry of Hornchurch pressure early in the second half, Gate again wrestled control of the game. Substitute Dan Stubbs had the best chance but he saw his well-struck volley blocked on the line.

The visitors' failure to make the most of their brief spells of dominance was punished on the hour mark when Wall doubled the lead.

Bradley Gray picked up the ball, beat his man and sent a cross into the penalty area which Mullin spilled straight to Wall, who gratefully accepted the gift.

The goal stung Gate and Hornchurch went on to score a third 15 minutes from time when Lee slammed home from close range.

• Ashford Town (Middlesex) visit Hartsdown Park on Saturday.

BEST CHANCE: Dan Stubbs's volley was blocked on the line

Kris Lee almost put through his own net when he inadvertently headed Wayne Wilson's corner goalwards, but Dale Brightly

LEAGUE TABLE

RYMAN PREMIER DIVISION

	P	W	D	L	GD	Pt
1 Dover Athletic	26	23	0	3	+36	69
2 Staines Town	21	13	5	3	+19	44
3 Tonbridge Angels	25	12	7	6	+16	43
4 Sutton United	23	12	5	6	+6	41
5 Carshalton Athletic	23	12	5	6	+4	41
6 Maidstone United	24	11	4	9	+3	37
7 Canvey Island	25	10	5	10	+3	35
8 AFC Hornchurch	22	10	4	8	+2	34
9 Dartford	24	10	4	10	0	34
10 Wealdstone	24	9	5	10	+7	32
11 Hastings United	24	10	1	13	-8	31
12 Ashford Town (Midd)	23	10	0	13	-4	30
13 Billericay Town	22	8	6	8	-7	30
14 Horsham	22	9	2	11	-5	29
15 Tooting & Mitcham Utd	24	9	2	13	-7	29
16 Boreham Wood	24	8	5	11	-7	29
17 Ramsgate	27	6	9	12	-12	27
18 Harrow Borough	23	6	8	9	-15	26
19 Hendon	24	7	4	13	0	25
20 Harlow Town	22	7	3	12	-5	24
21 Margate	26	6	4	16	-19	22
22 Heybridge Swifts	22	4	8	10	-7	20

FIXTURES

Saturday, January 24

Ryman Premier Division

Margate v Ashford Town (Middlesex)

Staines Town v Ramsgate

Wanderers kick off New Year with a whimper against Wells

RUGBY

Tunbridge Wells 38 Thanet Wanderers 5

IF Thanet Wanderers felt the New Year would bring an upturn in their fortunes, there was little evidence of a change at St Mark's Recreation Ground on Saturday.

The Wanderers won just two league games in the whole of 2008 and they were very much second best to Tunbridge Wells in their opening game of 2009.

Originally scheduled for a week earlier, the game was postponed to last weekend due to a frozen pitch. With the Christmas break the extra delay meant it had been four weeks since Wanderers had played a competitive game.

The reverse fixture in Thanet in November had finished 15-13 to the visitors, but Saturday's game was not as close.

Wells, moved into the top half with the comfortable win, ran in five tries. Iain Bartley and Mike Doherty scored two apiece, while Chris Veall touched down for the other. Matt Murtagh kicked 13 points to add a flourish to the score line.

In reply, Wanderers only mustered a solitary unconverted try.

Thanet's tenth defeat in 13 league games left them second from bottom in London 2 South. Ben Massey's team are three points adrift of Beckenham but five above rock-bottom Maidstone, who have yet to claim a single point this season.

• Wanderers welcome Sidcup to St Peter's Recreation Ground on Saturday.



Picture: DAVID STEWART

STRUGGLE: Thanet Wanderers (left) were convincingly beaten at Tunbridge Wells

CRICKET



Picture: ALEX KERRY

CHANCE: Graham Ford is ready to coach England

Kent's Ford confirms interest in England job

GRAHAM Ford cites unfinished business on the international cricket scene as his motivation for wanting the job as England coach and said a chance to do so would be a "privilege".

Speaking from his home in South Africa, Kent's highly-respected director of cricket confirmed his interest in the vacant England coach's position but told Yourthanet he has yet to be contacted by anyone at the England and Wales Cricket Board.

Having coached in England since 2004, Ford believes he understands the English game both nationally and domestically.

He said: "It is a job anyone would want. It is something I would like to explore and find out the dynamics within the set up and then make a decision as a result of that."

"To be part of English cricket is a privilege and the thought of going one step further really interests me."

Ford already has experience of coaching a top international side having led South Africa from 1999 to 2001 before he was sacked during the Hansie Cronje affair.

Many in the game feel the 48-year-old was harshly dealt with as South Africa had won eight out of 11 Test matches while he was coach.

The understanding of English cricket and its players is something Ford believes is a strength that could help him land the job.

"I have had a taste of what it's like to be on the big stage and it's something I would like to have a chance at again," he said.

Ford turned down a job as coach of India in 2007 due to family reasons and ruled himself out of the running as coach of New Zealand after being quoted as saying he didn't want to be seen running away when things weren't at their best at Kent following their relegation.

So what has happened for him to change his mind between then and now?

He said: "I know the players in England and I know who is likely to contest for a Test place. In New Zealand I do not know their domestic players and for me that didn't sound right when you have no knowledge of the guys you are going to work with."

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GILLS boss Mark Stimson talks about his January transfer targets



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